

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 84

JANUARY 31, 1931

Number 5



Armour's

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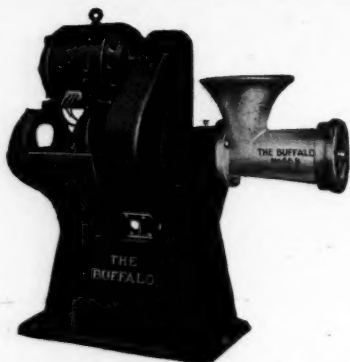
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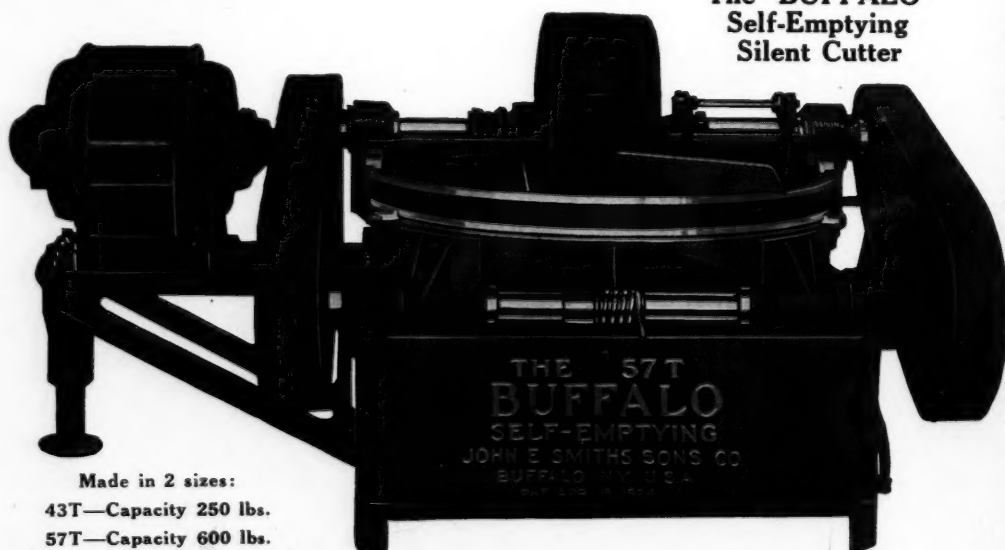
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"BUFFALO" Machines

for producing finest quality sausage

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It will pay you to investigate "BUFFALOS"

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 84. No. 5

JANUARY 31, 1931

Chicago and New York

Cotton Oil Mills Find Out What's Wrong With Their Industry

Survey just completed shows 50 to 60 per cent overcapacity in presses.

Normal seed crop would not keep mills in operation more than 4 months in year.

For past 3 years only 37 per cent of mills made a profit. Total 3-year profit represented less than nine-tenths of 1 per cent of sales.

Mill must crush at least 1,750 tons of seed per press per year to make a profit.

Here are the facts. What's the answer?

Manufacturers in many industries find they can't make a fair return on their investment, but they don't know why.

Difficult conditions exist in their industry, but they don't seem to know how to overcome them.

One reason is because they have no reliable data on the subject.

Then, too, they may be harassed by political attacks, particularly if their raw product comes directly from agricultural producers.

This is the situation in the cottonseed products industry. Cottonseed crushing is an essential industry, but not a profitable one.

A Case of Too Many Cooks

Quantity of seed produced is limited by size of the cotton crop, but there is no limit to the number of mills set up to crush this seed. As a result competition is sharp for all seed, whether good or bad.

Millers need volume to keep their mills operating. They have known vaguely that the more seed they crushed the lower were their costs, and vice versa.

Political leaders who sought prestige through the farmer vote found it desirable to impress upon

the farmer that the mills were robbing him in the amount paid for his seed. Moves made by the industry to improve its situation were pointed to as monopolistic, and have been subject to political heckling and even governmental investigation.

Meeting the Situation

Just how can this situation be met?

There appeared to be just one way, and that was to find out the exact situation in the industry.

Accordingly the board of directors of the National Cottonseed Products Association authorized a fact study.

Where Cottonseed Dollar Goes

Survey shows the cottonseed consumer's dollar distributed as follows:

85.8 p.c. to cotton farmer.

13.1 p.c. to seed merchant.

1.1 p.c. to mill as profit.

These are averages of results of past three years, during which total revenue from cottonseed products was divided as follows:

\$499,158,479	to cotton farmer
76,271,085	to seed merchants
29,253,269	to transportation
143,537,043	to operating costs
6,528,129	to mill profits

\$754,816,006 total.

An inquiry was made which delved into confidential information of every company in the industry, whether members of the association or not. A guarantee was given that this information would be identifiable only by the executive secretary of the association, who made the study.

The response was immediate and gratifying. Practically complete data for the past three seasons from mills located in the ten principal cotton producing states were supplied.

Startling Facts Brought Out.

From this information some startling facts regarding the industry were brought to light.

The crushing season—the desirable period of mill operation—is 300 days in the year. To utilize mill presses during this period would require 12,289,500 tons of seed, or a cotton crop of over 35,000,000 bales—more than double the normal crop!

As a result of this situation some mills are crushing as little as 714 tons per press. These mills are all in the money-losing group, as are mills crushing up to 1,500 tons per press.

In each of the past three years mills crushing under 1,500 tons per press lost money.

Too Much Mill Capacity.

In other words, the industry as at present constituted could crush its entire output in 115 days, or in 38.3 per cent of the time now utilized.

In one state the seed crush could be

accomplished in 90 days, and another state would require 162 days to crush its output, while the normal season is 300 days.

What is the result of this situation?

Average per ton profit of the mills during the three year period studied was 44c. This represented a profit in the first and third year, and a loss in the second year.

Of the consumer's dollar paid for cottonseed products in the three-year period, 85.92 cents went to producers of cottonseed, 12.90 cents to seed merchants from whom the mills bought the seed, and 1.25 cents remained as profit to the mills.

Thus, as a result of this study, the cottonseed crusher knows whether his mill can operate at a profit or loss. He knows how many days of the year he can operate, and he knows how many tons per press he must crush to secure a profit.

The survey shows that there is an overcapacity of between 50 and 60 per

cent expressed in terms of presses, and that there is not seed enough to keep all the mills in operation more than four months of the year.

This economic survey of the cottonseed products industry was made by Earl S. Haines, executive secretary of the National Cottonseed Products Association, and approved by the board of directors of the association at a recent meeting at New Orleans, La.

Some of the high lights from Mr. Haines' report are given here.

Plant Capacity

In discussing the relation of crushing capacity to available volume of cottonseed Mr. Haines says:

It is generally agreed that the daily average crushing capacity of one press is 15 tons. There are 2,731 presses or their equivalent in the ten principal cotton producing states.

These presses operating 300 days a year could crush 12,289,500 tons, which means an equivalent production of about 35 million bales of cotton. The three-year annual average crush—1927 to

1929—in the ten states was only 4,700,253 tons, according to the Bureau of the Census.

It is obvious therefore that the mills in these states are equipped with sufficient press capacity, on the basis of each press handling 15 tons daily, to crush the average available crop in 115 days or 38 per cent of 300 days. In other words here is an indicated overcapacity of 62 per cent.

Time Required to Crush.

The following table shows the number of days required to crush the three-year average crop on the basis of existing presses each crushing 15 tons per press per day:

	3-year Avg. Crush.	Presses.	Days.	P. C. of 300 days.
Ala.	304,140	168	121	40.4
Ark.	380,144	198	128	42.7
Ga.	445,345	298	100	33.3
La.	200,704	108	124	41.3
Miss.	663,985	335	131	43.7
N. Car.	292,038	215	90	30.0
Okl.	374,015	246	101	33.7
S. Car.	213,219	140	95	31.7
Tenn.	306,864	126	162	54.0
Tex.	1,520,059	890	114	38.0
Ten states	4,700,253	2,731	115	38.3

On the basis of 15 tons per press per day and operation of 300 days, the approximate annual crushing capacity of one press might be considered as 4,500 tons. It may be said that a tonnage of 4,500 tons per press per year represents an ideal but possibly not a practical goal.

If then we reduce the theoretical crush 1,000 tons to 3,500 tons per press per year, we find the number of presses in the ten states capable of handling 9,558,500 tons per year or a corresponding cotton crop of 27,310,000 bales of cotton.

The following shows the state average percentage of annual utilization of press capacity on the basis of 3,500 tons per press per year: Alabama 51.7, Arkansas 54.8, Georgia 42.7, Louisiana 53.0, Mississippi 56.9, North Carolina 38.8, Oklahoma 43.3, South Carolina 40.9, Tennessee 69.5, Texas 48.8.

Costs and Profits

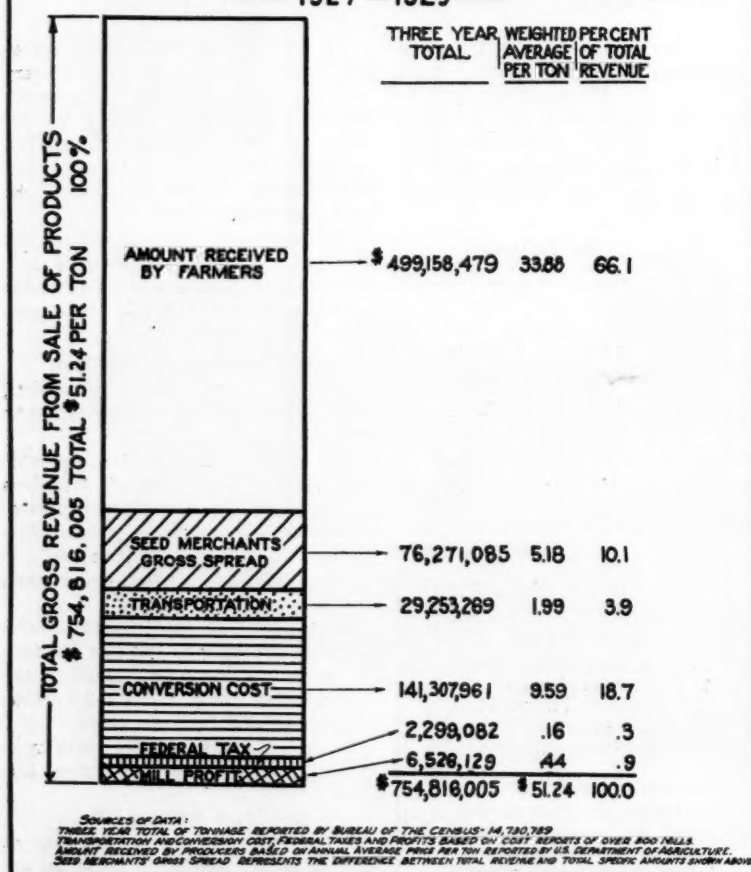
There are 46 different items of expense or revenue in the cost schedule.

(In this preliminary report an analysis is made only of the more important groups or classifications of costs. A more detailed analysis will be made at a later date.)

For the year 1927-28 the 272 schedules representing a crush of 2,834,224 tons in the ten principal states show an average crush of 1,804 tons per press. The average per ton cost of this seed delivered at the mill, including transportation, was \$44.02; conversion cost, \$9.06; package cost, 83 cents; making a total cost of \$53.91. Sale of products averaged \$54.90, showing a gross profit of 99 cents per ton. Deducting the average per ton payment of 18 cents for

(Continued on page 22.)

DISTRIBUTION OF TOTAL THREE-YEAR COMBINED VALUE OF COTTONSEED PRODUCTS SHOWING COSTS, MARGINS AND PROFITS FROM PRODUCERS TO CONSUMERS—1927-1929—



NEEDS MICROSCOPE TO FIND MILL PROFIT IN THIS PICTURE.

Diagram based on survey showing share of farmer, seed merchant and cottonseed products mill in the consumer's cottonseed dollar.

Saving Casings Costs on Sausage By Method of Selection

Linked sausages, as well as other meats, are moving at lower price levels.

The problem of the sausage-maker, therefore, is how to reduce costs without reducing quality.

To be sure, meats are costing less. But this is not the whole cost. Casing cost is still a considerable item.

The more selection demanded in casings, the higher the cost.

This question is being asked: "Is it necessary to have such close selection, especially where a variety of sausage products are manufactured?"

By a careful check-up on a production of approximately 40,000 lbs. of link sausage daily—including special franks, regular franks and fresh pork sausage, the franks ranging from "babies" to 12 to the pound—it was found that by using mixed original with selected casings the cost could be reduced by as much as 81c per 100 lbs. of finished sausage.

Such a saving on the single item of casings is a material one in the manufacture of link sausage, especially at this time, when the margin between cost and selling price is uncomfortably narrow.

Just how this saving can be brought about is described by a casings expert who calls attention to what a little thought, a little patience and a little educational work on the part of the sausage-maker can do.

This is the second article in a series on economies in casings costs. The previous article, "Standardizing Linked Sausage in Packages," appearing in THE NATIONAL PROVISIONER of December 26, 1930, page 17.

Tailor-made Overcoats for Wienies

By E. W. Hayes.*

Just as custom-made clothes put a much larger dent in the pocketbook than the store kind, these tailor-made casings for frankfurters, which under modern competitive conditions are coming into ever-increasing demand, put a burden on the profit and loss account which a manufacturer producing a sizable quantity of frankfurts or sausage is bound to feel.

Of course, just as the man who wants to make an impression on the rest of the world must be well-dressed, the frankfurter or sausage which gets the

business under present conditions must be uniform and attractive.

This has naturally brought about a swing from the old type sheep casing—which was simply a bunch of guts with plenty of variation in size, and having no important influence on the cost of the frankfurter—to casings closely selected to a range of two millimeters, producing an extremely uniform frankfurter or sausage, but constituting one of the most important items in the cost of the frankfurter.

To Reduce Cost Burden.

Like most swings, this tendency has gone to an extreme. Prudent sausage manufacturers will do well to look into its various phases and find a way to reduce some of this burden.

In the first place, keep in mind that, after all, all these special sizes come from the same gut, and obtaining them is simply a matter of sorting them out.

Accordingly, any manufacturer who is making more than one size in a given kind of meat can use a certain proportion of original sheep casings on his production.



MANY SIZES INCREASE COST.

This cage of franks coming out of a monel metal lined cooker shows varying sizes being handled at one time. In a plant such as this considerable savings in casing cost can be made by using a proportion of original sheep casings, particularly if all the franks are made of the same meat mixture.

The accompanying article tells how to make these savings.

Original sheep casings come in three fundamental groups:

1. The entire gut of the sheep.
2. Cuts of a given length.
3. Semi-selected goods.

Such goods when suitable for sale "as is" involve no processing, no plant cost, insignificant interest charges and permit a much faster turnover. Plainly enough, they can always be sold on a more attractive basis by the dealer than the selected goods.

At the present time the saving on such casings amounts to 1c a pound or even more on the cost of the finished frankfurter or sausage.

Study Your Casings Needs.

In order to take advantage of this saving to as great an extent as possible on a given production three steps are necessary.

1. Accurately analyze the percentage of different sizes required.
2. Determine the types of original casings which will give the nearest percentage of sizes which you need.
3. Train your stuffers to segregate sizes as they come off the horn.

The first step is easy for any sausage manufacturer who has an accurate record of his production and sales.

The second is a matter which a manufacturer can readily arrive at in co-operation with his casing suppliers.

Must Train Stuffers.

The third step offers the greatest obstacle.

In first attempting to get the stuffer to make an accurate segregation of sizes off the horn one will of course meet some difficulty. This is both because the stuffer naturally objects to anything which adds to the complication of his work, and because (also naturally) until he has had a little practice he can't do a very good job at it.

However, with persistence and insistence, it is surprising how soon a very creditable result will be attained. And the significant saving involved is well worth going after.

Having taken the necessary preliminary steps, one begins in the morning stuffing the original casings and continues with them straight until a sufficient quantity of the least desired size has been produced. Then go on to strictly selected goods for the balance of the production.

Of course, in proceeding this way the stuffer must break the casing at the horn when it changes size, and the different sizes must be hung on different racks.

A few specific cases where this prin-

*Early & Moor, Boston, Mass.

ciple has been applied will demonstrate its real usefulness better than discussion. In these cases all frankfurts costs are on a smoked and chilled basis; sausage costs are on a linked and chilled basis.

Tests Show Savings.

CASE No. 1.

Daily production—(All figures as of July, 1930):

Special franks, 8 to lb., 6 in. link, 1800 lbs.	
Regular franks, 7 to lb., 6 in. link, 300 lbs.	
Regular franks, 8 to lb., 6 in. link, 2800 lbs.	
Regular franks, babies, 3½ in. link, 1000 lbs.	
Regular franks, 10 to lb., 6 in. link, 1700 lbs.	
Regular franks, 12 to lb., 6 in. link, 500 lbs.	
Pork sausage, 12 to lb., 4 in. link, 900 lbs.	
Total, 9000 lbs.	

Cost using straight selected sheep casings:

1800 @ \$4.40	\$ 79.20
300 @ 3.55	10.65
2800 @ 4.40	123.20
1000 @ 4.50	45.00
1700 @ 4.20	71.40
500 @ 3.75	18.75
900 @ 4.00	36.00
9000	\$384.20

Average cost per lb. \$.0427.

Cost using mixed original and selected (*original):

1800 @ \$4.40	\$ 79.20
* 300 @ 3.10	9.30
* 2800 @ 3.10	86.80
* 1000 @ 3.10	31.00
* 1700 @ 3.10	52.70
* 370 @ 3.10	11.47
130 @ 3.75	4.87
900 @ 4.00	36.00
900	\$311.34

Average cost per lb. \$.0346.

Saving 81c per 100 lbs. on the whole.

CASE No. 2.

Daily production, all selected—(All figures as of July, 1930):

4000 8's 5½ in. link	
1000 Babies 3½ in. link	
1000 Pork Saus 12 to the lb.	
4000 @ \$4.40	\$176.00
1000 @ 4.20	42.00
1000 @ 4.00	40.00

Average cost per lb. \$.0430

Original and selected:

3000 @ \$4.40	\$132.00
1000 @ 3.10	31.00
1000 @ 3.10	31.00
1000 @ 4.00	40.00

6000 \$234.00

Average cost per lb. \$.03.90

Saving \$.040 per hundred.

From these cases, which are taken from actual conditions, with slight changes, it is apparent that the more diverse sizes a manufacturer makes in the same kind of meat, the greater can be his saving by using a share of original material, but that the principle applies to a worthwhile extent even to

the manufacturer who produces a very limited range of specialized sizes.

The time and effort necessary to

work in a percentage of cuts, rings or semi-selected hanks with strictly selected sheep casings will be well repaid.

Stahl-Meyer Goes on Building on Sound Merchandising Lines

Sales of Stahl-Meyer, Inc., New York City meat packers, for the fiscal year ended December 27, 1930, totaled \$8,845,442.86. Net income after depreciation, taxes and dividends on preferred and common stock totaled \$75,132.15. Good will amounting to \$27,500 was written off, leaving the balance to surplus of \$47,632.15.

In presenting this statement to the stockholders, President George A. Schmidt said that although the dollar net sales for the year showed a decrease from the previous year, the volume of sales in pounds showed an increase.

He called attention to the fact that early in the year the business of Andrew Peterman & Company, Inc., was acquired and their business transferred to the Ferris plant, which is one of the Stahl-Meyer units. "This proved to be a favorable move," Mr. Schmidt said, "as the Peterman business is entirely export, and fits in well with the present activities of that branch of the Ferris subsidiary."

The company has earned and paid dividends on both common and preferred stocks at the regular rates, and a part of the outstanding preferred stock was retired during the year, with the cash position of the company remaining unimpaired.

Right Methods Mean Progress.

Commenting on the current and future business prospects and the position of the company in relation to them, Mr. Schmidt said:

"Although the past year has found the world in the midst of a serious business depression, your company, formed about a year prior to this trying period, has fared well in the face of these conditions, as is indicated by the statement submitted herewith.

Profit and Loss Statement.

"By means of consolidation and improved methods the sales, manufacturing and accounting departments have continued to effect savings in operations, the full benefits of which should become more apparent as time goes on.

"The management feels grateful to its employees for their helpful cooperation during the past year. We feel confident that we are in a favorable position to take advantage of the improvement in general business which is bound to come."

The condensed statement of profit and loss for the year follows:

Sales	\$8,845,442.86
Net income from operations, before depreciation and federal income tax	454,833.10
Other income	10,870.50
Net income, before depreciation and federal income tax	465,703.60
Deduct—provision for depreciation	\$115,885.00
Deduct—provision for federal income tax	43,265.08
Net income	\$ 306,553.52
Surplus Account.	
Surplus—balance December 28, 1929	\$ 845,310.90
Add: net income for the year ended Dec. 27, 1930	\$306,553.52
Excess of par value over cost of 6 per cent cumulative preferred stock purchased and retired	7,568.00
Total	\$1,158,432.42
Deduct: dividends—on 6 per cent cumulative preferred stock	\$ 82,990.50
On common stock	156,000.00
Total dividends	\$238,990.50
Good will written off	27,500.00
Surplus—balance December 27, 1930	\$ 802,941.92

Directors of the company are: Otto Stahl, chairman of the board; George A. Schmidt, president; Louis Meyer, vice-president and treasurer; Otto Weber, second vice-president; Waldeemar J. Neumann, secretary; Lester S. Abberley, H. Walter Blumenthal, C. William Wohlers and Otto R. Stahl, of Stahl-Meyer, Inc.

The company has two plants in New York City and one in Brooklyn.

ANTI-CHAIN LEGISLATION.

Anti-trust and special tax regulations against chain stores are provided in bills introduced in the California legislature recently. One bill is designed to prevent price cutting below actual cost, and to bar price-fixing in restraint of trade. The tax measure provides for the payment of \$50 a year to the state for each unit of a chain in excess of five operated by a single organization in addition to its home office.

A graduated license fee on retail stores aimed at chains is included in a bill offered in the Wisconsin legislature recently. The fee would be determined by the amount of the gross sales, ranging from a rate of 1/20 of 1 per cent on sales of \$100,000 or less up to 1 per cent on sales of more than \$1,000,000. Where more than one store is operated the entire gross sales of all stores would be the basis for determining the total sales, although each store may be a separate corporation.

1931 AGRICULTURAL OUTLOOK.

The 1931 agricultural outlook, including livestock, was considered at a meeting of agricultural economists from all over the country, held in Washington, January 26-30, at the U. S. Department of Agriculture.

Armour Selects Man Who Rose from Ranks as Its New President

In the election of T. George Lee as president of Armour and Company, to succeed the late F. Edson White, the directors for the second time chose a man who rose from the ranks, and who had spent practically his entire business life with the company.

Edson White began as a car checker for Armour; George Lee started as a stenographer. Each served his company for close to 35 years before he became its head. Each knew the business from the ground up, in every department, and each showed qualities which stamped him both as business executive and leader of men.

Mr. Lee began as a stenographer in the beef department. Here he rose to a position of responsibility, directing certain of the activities of that department under the supervision of the late Mr. White.

In 1913 he was made district sales manager, with headquarters in Philadelphia, and a few years later was named sales manager of the New York City territory. In 1926 he was called to Chicago to head the beef department of the company, becoming a vice-president in the same year. Mr. Lee was born in Carrollton, Ohio, in 1878.

Reed Made First Vice President.

Following the resignation of Philip D. Armour as senior vice president, the directors elected treasurer Philip L. Reed as first vice president, in charge of finance. Mr. Reed has been in charge of finances for some years. In submitting his resignation Mr. Armour said:

"The severance of my association of nearly 17 years, and that of the Armour family for over 60 years, with the thousands of Armour employes whom I was privileged to call my friends is naturally the greatest disappointment of my life, but under the circumstances I had no alternative."

Two members of the Armour family, A. Watson Armour and Laurance H. Armour, are members of the board of directors of the company.

Directors and Officers.

The annual meeting of stockholders of Armour and Company was held in the general offices of the company at Chicago on January 23. Sixty-three per cent of the 80,000 stockholders were represented in person or by proxy.

The stockholders adopted a resolution approving the conduct of the business by the executives, and lamenting the sudden death of President F. Edson White.

Directors of the company for the en-

suing year were elected as follows: Samuel McRoberts, Albert H. Wiggin, Philip D. Armour, Charles F. Curtiss, Bernard A. Eckhart, A. Watson Armour, Arthur Reynolds, Arthur Meeker, Harvey J. Sconce, Laurance H. Armour, John S. Pillsbury, Sewell L. Avery, Philip L. Reed, Nelson Morris, Charles H. MacDowell, Henry W. Boyd, Charles J. Faulkner, Jr., William V. Kelley, and T. G. Lee.

Following the stockholders' meeting the board of directors met and elected Messrs. Lee and Reed as president and first vice president. They also elected Fred J. Reynolds, head of the purchasing department, as a vice president, while G. H. Johnstone, general credit manager, was made an assistant treasurer. The full list of officers follows:

President, T. George Lee; first vice-president and treasurer, Philip L. Reed; vice-presidents, Charles H. MacDowell, Frederick W. Ellis, Herbert S. Johnson, George M. Willets, Warren W. Shoemaker, Willard C. White, George A. Eastwood, Edwin S. Waterbury, and Fred J. Reynolds; vice-president, secretary and comptroller, Edward L. Lalumier; assistant comptroller and assistant secretary, Warren H. Sapp and William S. Clithero; assistant treasurers, Charles E. Hazard, Louis E. McCauley and Herbert G. Black; general credit manager and assistant treasurer, G. H. Johnstone; general

auditor, Harry S. Eldred; assistant secretaries, Albert H. Willett and John A. Brown; assistant general auditor, John A. Lane.

LAMB CAMPAIGN GOES ON.

An intensive campaign for a better understanding and appreciation of lamb as one of the major meats has been under way since the first of the year under the auspices of the National Live Stock and Meat Board.

The campaign includes cutting demonstrations, cooperated in by the agricultural colleges in the various states, radio broadcasting programs, a retail advertising service, a press news service, and a special lamb issue of a monthly publication designed especially for the use of high school home economics teachers in the United States.

A program of lamb cutting demonstrations four months in advance was recently completed by the board which will include forty-two cities largely in the southern states and in New England.

The work is financed by the National Wool Growers' Association and the Colorado-Nebraska Lamb Feeders' Association, and is cooperated in by the Institute of American Meat Packers.

In the cities where the campaign has been conducted thus far in 1931 there have been excellent audiences of retailers, packers, producers, housewives, and high school and college students. The largest of these audiences was at the University of Illinois, where more than 1,500 persons were assembled and expressed much enthusiasm regarding the modern lamb cuts, the board reports.



ASSOCIATES CONGRATULATE NEW PACKER LEADER.

T. George Lee, newly-elected president of Armour and Company being greeted by two of his associates in the Armour organization. F. W. Ellis, vice-president in charge of traffic, is shaking hands with the new chief, while Herbert S. Johnson, vice-president in charge of produce, awaits his turn.

Swift Meets the "New Competition" By Adding Canned Goods

Formal announcement that Swift & Company will add a complete line of canned fruits and vegetables under the Swift brand name was made this week. This announcement came from President G. F. Swift, and is as follows:

"Swift & Company now is working on plans to add complete lines of canned fruits and vegetables under the Swift brands. These will be distributed to the retail dealer through our existing branch houses and over existing car routes by our present force of salesmen.

"It is a matter of gratification to the company that we will be able to use our existing facilities for the distribution, at wholesale, of a more complete line of food products. The fact that a salesman can sell a complete line

rather than merely a line of meats means that savings can be effected on distributive costs.

"It is not possible at the present time to announce a definite date for adding these items, but it will be done without undue delay and as soon as details regarding labels can be worked out."

This is the first indication from any of the packers affected by the packers' consent decree of any change brought about by its recent modification. The decision modifying the decree was handed down on January 5, 1931, and permitted the four large packers to manufacture and distribute foods other than meat, meat products and produce, but prohibited their entering the retail field. The full text of this decision appeared in THE NATIONAL PROVISIONER of January 10, 1931.

KROGER FOOD FOUNDATION.

An undertaking new in the retail field has been instituted by the Kroger Grocery and Baking Co., Cincinnati, in the establishment of what is called the Kroger Food Foundation, which will be maintained from a million dollar fund the company has set aside.

The object of the Kroger company in establishing the Foundation is to provide, according to President Albert H. Morrill, a public service which no food merchandising organization has yet performed—that is, to assure better foods to the American family by fixing definite standards of food values, by research and study in the growing, shipping, marketing and cooking of foods, and by affixing the seal of approval upon every variety of food product which meets the standards required by the Foundation.

The company has begun an extensive advertising campaign to tell the story of the founding, and the growth and achievements of the Foundation.

"The Kroger Food Foundation is an undertaking without counterpart in the food industry," Mr. Morrill said. "There has never been an effort to fix standards of values or any attempt to find better ways of growing and preparing foods. It will be the function of the Foundation to do just that and it will involve research, testing and analyzing every variety of food product from its source to the table.

"It is our belief that a business like ours, which touches so intimately the daily lives of millions of people, becomes a social as well as an economic factor in the community. It becomes, in reality, an institution. Responsibilities accompany this standing in a community. We recognize, moreover, the responsibilities which devolve upon an institution because of the confidence the public has placed in it.

"There will be no connection between the scientific activities of the Kroger Food Foundation and the operations of the Kroger Grocery and Baking Co. The Foundation will function as a detached and unrelated organization.

"We fully understand that the work of the Foundation will be a tremendous task as well as a vital public service. The man who is chosen to direct its activities must be a man of unimpeachable character, exceptional ability and outstanding scientific achievement. The director will have a free hand in the choice and guidance of his technical and executive staffs. Our only direction to him will be: 'Seek out ways of making food standards better and better.'"

LIVESTOCK ON FARMS IN 1931.

Hog population on farms of the United States January 1, 1931, was approximately 915,000 head less than that of a year earlier. The cattle and sheep population, on the other hand, showed increases. Total values for each of the species showed considerable decline, due to the lower per head valuation in all cases.

Population estimates as of January 1, 1931, with comparisons, are made as follows by the U. S. Department of Agriculture:

Hogs, Including Pigs.

Jan. 1, 1931.....	52,323,000
Jan. 1, 1930.....	53,238,000
Jan. 1, 1929.....	56,880,000

All Cattle and Calves.

Jan. 1, 1931.....	58,955,000
Jan. 1, 1930.....	57,978,000
Jan. 1, 1929.....	56,467,000

Sheep and Lambs.

Jan. 1, 1931.....	51,911,000
Jan. 1, 1930.....	50,503,000
Jan. 1, 1929.....	47,509,000

Of the cattle population on January 1, 1931, 22,975,000 are listed as dairy animals, compared with 22,443,000 a year earlier. The value per head was \$39.71, compared with \$57.30 a year ago, and was the lowest since 1926. The total valuation of all cattle on January 1, 1931, was \$2,340,921,000, compared with \$3,321,992,000 last year.

The hog population in the north central states was larger on January 1,

1931, than a year ago, totaling 40,147,000 head, compared with 40,078,000 head on January 1, 1930. The per head valuation this year was \$11.66, compared with \$13.76 last year, while the total value this year was \$610,200,000, compared with \$732,560,000 a year ago.

The 1930 increase in sheep population marks the ninth successive year in which numbers of this class of livestock have increased. The per head value this year was placed at \$8.35, compared with \$8.92 last year, while the total valuation this year was \$277,708,000 and \$450,684,000 last year.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on January 28, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing price on Jan. 21, 1931, or nearest previous date:

Sales.	High.	Low.	Close.
Week ended	Jan. 28.	Jan. 28.	Jan. 21.
Amal. Leather.....	.....	.....	.....
Do. Pfd.....	100	20	20
Amer. H. & L.....	.....	.....	.....
Do. Pfd.....	.....	.....	.....
Amer. Stores.....	39	39	39
Armour A.....	20.010	3 1/4	3 1/4
Do. A.....	6.500	2 1/4	2 1/4
Do. Ill. Pfd.....	1.200	35 3/4	34 3/4
Do. Del. Pfd.....	1.300	61	60 1/2
Barnett Leather.....	.....	.....	.....
Beecham Pack.....	1.800	51	51
Bohach, H. C.....	.....	.....	.....
Do. Pfd.....	.....	.....	.....
Brennan Pack.....	.....	.....	.....
Do. Pfd.....	.....	.....	.....
Chick. C. Oil.....	400	11 1/4	11 1/4
Childs Co.....	4.400	28	27 1/2
Cudahy Pack.....	1.200	43 1/2	43 1/2
First Nat. Strs.....	4.700	45 1/2	44 1/2
Gen. Foods.....	41.900	52	50 1/2
Gobel Co.....	10.400	6 1/2	5 1/2
Gr.A.&P.1st.Pfd.....	150	121	119 1/2
Do. New.....	230	203	191 1/2
Hormel, G. A.....	100	28	27 1/2
Hygrade Food.....	1.100	2 1/2	2 1/2
Kroger, G. & B.....	47.500	25	24
Libby McNeill.....	4.550	11 1/2	11 1/2
MacMarr Strs.....	200	8 1/2	8 1/2
Mayer, Oscar.....	.....	.....	.....
Mickelberry Co.....	350	11	11
M. & H. Pfd.....	.....	.....	.....
Morrell & Co.....	900	53 1/2	53 1/2
Nat. Pd. Pd. A.....	.....	.....	.....
Do. B.....	.....	.....	.....
Nat. Leather.....	50	1	1
Nat. Tea.....	4.000	17	17
Proc. & Camb.....	7.300	67 1/2	67 1/2
Bath Pack.....	250	20 1/2	20 1/2
Safeway Strs.....	10.500	45 1/2	44 1/2
Do. 6% Pfd.....	30	80	86
Do. 7% Pfd.....	60	98	98
Stahl Mayer.....	.....	.....	.....
Strauss, R. Strs.....	2.100	8 1/2	8 1/2
Swift & Co. New.....	5.500	29	28 1/2
Do. Intl.....	3.550	35 1/2	35
Trans. Pork.....	200	14 1/4	14 1/4
U. S. Cold Stor.....	.....	.....	.....
U. S. Leather.....	1.800	4 1/2	4 1/2
Do. A.....	30	8 1/2	7 1/2
Do. Fr. Pfr.....	500	80	80
Wesson Oil.....	600	21 1/2	21 1/2
Do. Pfd.....	200	56 1/2	56 1/2
Do. 7% Pfd.....	.....	.....	.....
Wilson & Co.....	1.000	3	3
Do. A.....	1.500	9	9
Do. Pfd.....	800	48 1/2	47 1/2

NOTES OF "NEW COMPETITION."

National Biscuit Co. reports a net income for 1930 of \$22,879,898, compared with \$21,422,357 in 1929. This is equivalent, after preferred dividends, to \$3.40 a share on 6,206,787 common shares outstanding, compared with \$3.17 a year earlier. Gross earnings in 1930 amounted to \$28,741,947, compared with \$26,735,017 in 1929.

American Bakeries Corp. reports a net income before taxes of \$725,916 for 1930, compared with \$660,360 in 1929. After deducting the 7 per cent cumulative dividends on preferred stock and \$3 cumulative dividends on class A common, the balance is equal to \$2.89 on class B common. This compares with \$2.57 earned on class B in 1929.

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How Do You Buy Your Hogs?

Are hogs costing the packing industry too much? From the producer's standpoint they are not, but the packer appears to be "holding the bag."

Packers have been inclined to think that an 8c top at Chicago spelled cheap hogs. In the light of normal industrial conditions it does. But in the light of slowed-up business activity, and in comparison with prices of other raw food supplies, it does not.

A pick-up in employment would be reflected quickly in meat demand. The approach of spring promises such a pick-up. To a certain extent this will strengthen prices. It will increase the number of meat buyers and improve the psychological situation of those already in position to buy, but who are

conserving their resources because they do not feel sure of what is immediately ahead.

Such an upturn will insure an outlet for all the meat the packer has on hand and is putting in storage, and will probably insure a fair selling price. But can the packer go on at present price levels for live hogs, with a reasonable hope of realizing on the future market?

The outlet for product has been slow, for more than one reason. In the great industrial centers it is unemployment; in the smaller cities and towns it is unemployment plus the competition of farm-produced meat and sausage; everywhere it is the influence of cheap poultry, eggs and dairy products.

Farmers have been disappointed that the turn of the year has not brought better prices for hogs. Some are finding it profitable to slaughter hogs on the farm and market the fresh meat and fresh pork sausage in the nearby towns and cities. This is a temporary situation, but it is having an influence on the outlet for product.

The winter has been an open one, and the egg supply is unusually large as the spring season of normally heavy production approaches. This has resulted in the lowest prices for eggs in years, as well as for poultry, and the extensive consumption of both.

It would seem, therefore, that the packer's put-down of meats, whether in the freezer or in the curing cellar, should be on the basis of present markets. This is the safe way. If hogs are bought so as to cut out at a loss of \$2 or \$3 per head, the accumulating risk is considerable. If they are bought to cut out with little or no loss, operation is on a considerably safer basis.

Reducing Unemployment

Widespread unemployment probably is unavoidable at times, but authorities who are studying the subject believe that management, by proper planning and definite policies, can aid materially in keeping workers employed when business depressions come.

In a great many plants, it is pointed out, there is little cooperation between departments. Quite often it is possible

when one department is slack to transfer some of the workers to other departments that are busy.

Through proper planning it is also possible, in many cases, to reduce working hours generally and gradually in all departments, when necessary, rather than working full time up to a certain point and then suddenly ceasing or greatly curtailing manufacturing operations.

In one plant recently a number of the regular force were laid off. The day previously perhaps twice as many men as were laid off were hired for new construction work. In a great many cases when work is slack some of the employees can be absorbed in maintenance and construction work rather than bringing in men from the outside.

But preventing unemployment is not a subject that needs consideration when production slackens and conditions appear unfavorable. The proper policy when times are good will reduce unemployment when business depressions come.

One large industrial concern with a definite program for avoiding unemployment adds to its working force as slowly as possible, and only when there is no help available within the plant itself. When a department needs additional workers the need is met as far as possible by transfers from other departments.

Overtime is resorted to, both in individual departments and throughout the plant generally, before the working force is increased, and when production is at its height plant renewals and maintenance work are kept at a low ebb, so that maintenance men may be kept at work on production in departments that were busy.

A general policy that provides for additions to the working force only when necessary, transferring workers from department to department as required, and the use of overtime flattens out the curves of employment and discharges. If it were adopted generally, some contend, periods of widespread unemployment and the length of business depressions would be shortened materially and the curve of business depression ironed out.

Practical Points for the Trade

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Baked Liver Cheese

There are a number of formulas that may be used for baked liver cheese. These can be varied to meet the needs of the trade served or according to the product available.

A sausagemaker wants to know how to make this product. He says:

Editor The National Provisioner:

We want to make a nice liver cheese and would appreciate a good formula and instructions for preparing this product.

A good formula for baked liver cheese loaf, with full operating directions, is as follows:

Meats:

35 lbs. fresh pork livers
45 lbs. fresh lean pork trimmings
20 lbs. fresh lean pork cheek meat
with surplus fat trimmed off

100 lbs.

Seasoning:

3 lbs. salt
2 to 4 lbs. peeled onions
6 oz. ground white pepper
2 oz. ground ginger
4 oz. granulated sugar
1 oz. ground nutmeg
½ oz. ground cloves
5 lbs. cracker meal
5 lbs. cereal

The use of cheese in this formula is optional.

Soak the livers in cold water for two hours before using.

Grind the pork cheeks through the fine plate of the hasher. Grind the lean pork trimmings through the ¼ in. plate of the hasher.

Then take the whole raw livers and the ground raw pork cheeks and chop in the silent cutter for about 6 minutes, adding seasoning and not more than 10 lbs. of crushed ice.

The ground lean pork trimmings are then to be added in the cutting machine and meats chopped all together for about 2 minutes additional. Then add the cracker meal and cereal, and chop all together just long enough to thoroughly mix.

When removing the mixture from the cutting machine, place in a clean truck. If desired, cheese cut in about ½ in. cubes can be added at this time and mixed with the chopped meat in the truck by hand.

Line the liver cheese loaf pans with thin layers of back fat. Then fill in with the liver cheese and cover the loaf with thin strips of fat.

Put in a rotary oven at a temperature of 250 degs. for the first hour. Gradually raise the temperature to 300

degs. for the next two hours and to 350 degs. for the final half hour to finish off. A six pound loaf should bake in about 3½ hours.

On taking out of the oven allow the product to remain in natural temperatures for a few hours if possible before placing in the cooler. Be sure to let it cool in the pans. It should be chilled over night before being removed from the pan.

Why Water Before Killing?

Is there a difference in the meat from animals having access to water before slaughter and animals which do not? One slaughterer writes regarding this as follows:

Editor The National Provisioner:

Please tell us if livestock should be watered before slaughtering. Does it have any influence on the meat if they have access to water? That is, would lack of water have any effect on the carcass on the rail?

It is common practice to let animals have free access to water before they are slaughtered. This is done, not only from a humane standpoint but because it helps to clear the alimentary tract. An animal slaughtered when the stomach and digestive tract are empty of both feed and water will show a much higher yield than an animal that has had access to either or both. Otherwise it has no influence on the carcass.

If given free access to water, cattle will drink 1 lb. to each 100 lbs. of live weight. Hogs will take a fill of about 3½ lbs. of water where water alone is available.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name
Street
City

Enclosed find 2-cent stamp.

Checking Plant Overhaul

A packer in the South is getting ready to overhaul his refrigerating system and wants to know how he can be sure that all of the necessary work is done to place the system in first-class operating condition. He says:

Editor The National Provisioner:

We want to overhaul our refrigerating system thoroughly, but have been delayed because of the mild weather. How can we in the office be sure that all of the work needed to be done is attended to. We do not want to overlook any repairs that might cause us trouble and expense next summer.

Unless there is on your payroll an engineer who can check up thoroughly on all of the work you will have to depend on your operating engineer or call in a consulting engineer.

The first requisite of course is to have men in your boiler and engine room who are dependable, who have the honesty to put your interests first, and who have the knowledge and energy to keep the mechanical equipment in first-class operating order.

One small concern, the officers of which do not feel that they can employ the services of a consulting engineer to check up the plant once a year, require very complete operating data from the operating engineer. These are checked up daily. When costs for coal and supplies increase or when any unusual condition is reflected in the reports an explanation is asked for.

Detailed reports are the first aid in keeping costs low. They are also the means of keeping the operating force on its toes all of the time.

The first thing when overhauling is contemplated is to require from the engineer a report of just what work will be done, what supplies and repair parts will be needed and an approximate estimate of what the work will cost. When the overhauling has started, special daily reports should be required showing just what was done on the day in question and the progress that is being made toward the completion of the job as a whole.

In the small plant the management must depend on the operating engineer for results, but proper supervision over him cannot be exercised unless the front office knows just what is going on. This information is best secured through daily reports, not only for special jobs but for every-day operation. And there is more incentive for the engineer to exert himself when he knows that he is being checked up every day.

Do you use this page to get your questions answered?

New England Pressed Ham

Luncheon meats are popular the year round, and a good quality product is sure to command and keep a good trade. A sausagemaker asks for recipes for some good luncheon specialties. He says:

Editor The National Provisioner:

I am making delicatessen meats and cater to a quality trade. Please give me some formulas for fancy luncheon meats. Also give me full directions for making these products.

A fine luncheon meat made of both pork and beef, but largely of pork, is New England pressed ham. It is a tasty meat and is not difficult to make.

The meat formula consists of
85 lbs. dry cure lean pork trimmings
15 lbs. dry cure boneless bullmeat or boneless chucks, trimmed.

100 lbs.
A good selection of pork trimmings, at least 95 per cent lean, should be used. The most suitable trimmings for this purpose are made from blade bones, face and cushion bruised hams and heavy shoulders.

Grind the beef and pork, separately, through the 1 in. plate, curing in separate tierces with the following formula:

For 100 lbs. meat use

2½ lbs. salt.

8 oz. sugar

3 oz. nitrate of soda or saltpeter

Mix thoroughly with the meat, then pack in open tierces and pour one-half gallon second ham pickle over the meat, provided this pickle is available and is good and sweet. Cure for five days at a temperature of 36 to 40 degs. F.

After curing, grind the beef through the ½ in. plate of the hasher, then put in the silent cutter and chop for about three minutes, adding enough shaved ice to keep the meat cool.

Then add the beef to the pork and mix all together for about three minutes.

Stuff in beef bungs cut 18 in. in length, using all cap end bungs. If preferred, the sausage may be stuffed in a medium sized beef bladder.

Smoke at a temperature of 120 degs. for the first 1½ hours. Then gradually raise the temperature to 130 degs. for the next hour, and for the last hour raise to 140 degs. This makes a total time in the smokehouse of about 3½ hours.

When the desired color has been obtained, take to the cook tank and cook for from 2½ to 3½ hours, depending upon the size of the container, at 160 degs.

After cooking, shower with cold water for about 5 minutes, let hang in natural temperatures for 2 to 3 hours, then take to storage cooler which should be held not lower than 45 to 50 degs. F.

Another formula for luncheon meat loaf, which is made entirely of pork, will appear in an early issue of THE NATIONAL PROVISIONER.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

SPEEDS UP SNOOT PULLING.

A new snout puller, designed to reduce labor costs and operate as efficiently on large as on small heads, was described briefly in the July 19, 1930, issue of THE NATIONAL PROVISIONER. At that time, while the details of design and operation were known, the machine was not ready for the market and its designer desired that a more complete description of it be withheld until arrangements for its manufacture had been completed.

Since that time plans for its manufacture and sale have been completed,



STRIPS TWELVE SNOOTS PER MINUTE.

The marked head is placed on the prongs nose up and face toward the wheel. Hooks on the wheel engage the snout and strip it from the head, depositing it in front of the snout trimmer. Weighted levers within the wheel disengage the hooks from the snout. The machine is being manufactured by the Cincinnati Butchers' Supply Co.

and the machine has been announced to the industry, being exhibited at the recent convention of the Institute of American Meat Packers.

This snout puller, shown in the accompanying illustration, differs radically in design from the usual type, and is of simple construction. It consists essentially of a wheel about 36 in. in

diameter and with a 6-in. face. This is geared to revolve at a speed of about six revolutions per minute, power being supplied by a motor.

Attached to the face of the wheel are two sets of hooks, spaced at equal distances apart on the circumference. The wheel revolves from the snout marker toward the snout trimmer across the table.

When the snout has been marked with a knife through the nasal gristle bone and around the eyes, the operator places the head on the prongs, nose up and face toward the wheel. As the wheel revolves, the hooks engage the snout, strip it clean from the bone and deposit it in front of the snout trimmer. The hooks are disengaged from the snout through the action of weighted levers within the wheel.

The machine is the invention of John D. Dolzer, of the Hygrade Food Products Corp., Wheeling, W. Va. It received the fifth prize of \$50.00 in the Institute's prize idea contest.

CASING CLEANING SIMPLIFIED.

Better working conditions in and around the casing cleaning department are claimed to be possible as the result of a new method of cleaning casings worked out recently. In this process the need for fermenting and the resulting odors are done away with.

In addition to this advantage the process, it is said, gives the casing a very good color and better strength. There is also secured a 10 per cent better yield, a casing free from odor and with improved keeping quality. Some saving in the amount of floor space required is also claimed.

After the casings are removed from the animal they are immediately stripped through a set of power-operated, burlap-covered wringer rolls approximately 8 in. in diameter and 30 in. long. After passing through these rolls the casings are placed in a vat of water with a temperature of 110 to 115 degs. Fahr., where they are held 90 minutes.

The casings are then stripped through a second set of rollers similar to the first set, but a tighter adjustment, and are placed in a second vat of warm water, the temperature of which is also 110 to 115 degs. Fahr. They are held in this second vat for about 30 minutes, after which they are stripped by hand into a third vat with a water temperature the same as that in the preceding vat.

Immediately following the third stripping the casings are given their first machine cleaning. This is roughly done, and removes only the slices and heavy slime. Following the first machine cleaning the casings are held in cold water until the operators are ready for the second machine cleaning which, if desired, can be done immediately. After this second cleaning they are ready for grading.

This cleaning process, patent for which has been applied for, was developed by R. D. Pulley and O. C. Waterman, Swift & Company, Chicago. It was awarded a fifth prize of \$50 in the prize idea contest of the Institute of American Meat Packers.

Does This Happen

In Your Plant?

Nosing around the plant, this is what an observer saw:

Lungs, condemned livers and casing slime going into the cooker when they should have gone into the blood drier.

Another thing the observer saw will be told here next week. Are you among the guilty?

JAP BOY STOCK SHOW WINNER.

A junior stockman was the winner of grand champion honors at the twenty-fifth annual National Western Livestock Show, held at Denver, Colo., January 17-24, 1931. This time it was a 15-year-old Japanese boy, Masa Matsutani, of Paxton, Nebr., whose white face steer "Stubby Maru" won the championship honors in the club boys and girls show and the purple ribbon of the entire show.

The steer was bought by the Blayne-Murphy Co. for the Diamond A market in Denver, the price being \$85 a hundred. The grand champion carload of cattle sold for \$19 a hundred to Swift & Company, while the grand champion wether, exhibited by a 4-H club girl, sold for \$137 per hundredweight to the Edelweiss Cafe of Denver. The grand champion barrow of the show was purchased by the K. & B. Packing Co. at \$20.50 a hundred.

In addition to its extensive exhibits of breeding herds and fancy market animals, the Denver exposition is reputed to be the greatest feeder cattle show in the world. This year some 75 carloads of feeders were on exhibit, many of which came to Corn Belt feedlots for finish and exhibit at next fall's livestock shows and later to furnish fancy Christmas beef.

This show is unique also in that extensive exhibits and sales of carlots of registered breeding bulls are made for shipment to the range for the improvement of ranch herds and the production of better feeder cattle for the farm sections.

A de luxe edition of the Denver Daily Record Stockman, issued as the magazine section of one of the regular editions, reflected in full measure the massive cattle and sheep interests of the West and the business interests centering in and around the Denver market. Its aggressive editor, Arthur C. Johnson, keeps his men busy throughout the year collecting photographs and stories of the rapid development of western herds and of the Denver market as one of the world's principal livestock centers, and from these compiles this ever-interesting herald of the annual live stock show. The show just ended marked the silver jubilee of Denver's National Western.

RADIO ON PACKER'S ROOF.

Removal of the transmitting equipment of radio station KMO, from the downtown section of Seattle, Wash., to the roof of the new building of the Carstens Packing Co. was made recently. The new location is said to be one of the best in the Northwest for broadcasting purposes.

COTTON OIL MILL SITUATION.

(Continued from page 14.)

federal income tax, the net profit for the 272 mills was 81 cents per ton.

For the year 1928-29 the 285 mills report a crush of 3,176,899 tons in the ten states, showing an average crush of 1,900 per press, an average per ton cost of seed delivered of \$43.37, conversion cost \$8.75, package cost 79 cents, making a total of \$52.91.

The sales of products that year for these mills averaged \$53.01, resulting

in a gross profit of 10 cents per ton. After deducting the average of 15 cents per ton for federal income tax paid by those mills whose operations resulted in a profit, the net result was an average loss of 5 cents per ton.

Only Fractional Mill Profit.

During the past season, 1929-30, returns from 291 mills, with a total crush of 3,336,515 and an average crush per press of 1,909 tons, show cost of seed \$35.95; total conversion cost, \$8.60; package expense, 77 cents; total cost of products, \$45.32; total sales \$46.06 per ton. The gross profit for the 291



FINDS EXCESS CAPACITY.

Earl S. Haines, executive secretary of the National Cottonseed Products Association, who directed the economic study of the cottonseed industry.

mills was 74 cents, federal income tax 14 cents, leaving a net profit of 60 cents per ton.

Combining the three-year results we have a total of 9,347,638 tons represented. The final net profits per ton, after deducting federal income taxes for the three years, ranged for seven of the states as follows: 12 cents, 35 cents, 36 cents, 73 cents, 92 cents, 98 cents and \$1.24. One state shows an average three-year loss of 75 cents, and in another of the nine states the loss was \$1.36.

The average per ton profit for the three years for all the reporting mills in the ten states was 44 cents per ton.

Sales of products from the 9,347,638 tons amounted during the three years to \$477,664,300. The total amount paid for seed delivered at the mill, including transportation, was \$382,505,347; total conversion cost was \$89,550,372. The total profit realized on the three-year operations, as reported in the schedules, was \$4,112,961, which represents a little less than nine-tenths of one per cent of the total sales.

Prices and Profits Not Related.

There appears to be no direct relationship between prices paid for seed and profits earned by the mills. Low prices paid for seed do not of themselves assure large profits, nor conversely do high prices paid for seed always result in low profits or losses. In the long run profits it would seem

are also influenced or determined by factors and considerations other than prices paid for the seed. *It may be that in a prosperous industry—in which adequate profits are being made by the industry as a whole—there is a greater probability of higher prices for raw materials than in a pauperized industry.*

Results in Ten States.

Average per ton operating results for ten states combined are as follows, based on three year averages—1927-28, 1928-29, and 1929-30:

Tonnage represented	9,347,638
Cost of cottonseed (delivered mill)	\$40.02
Current expense	\$4.50
Fixed and general expense	\$4.30
Total conversion cost	\$8.79
Package expense	\$8.79
Total cost products	\$52.59
Total sales products	\$51.10
Gross profit or loss .....	.50
Federal tax .....	.16
Net profit or loss .....	.44

Three year average operating results are shown as follows:

	South-east.	South-west.	Valley.
Mills reporting	293	295	230
Presses reporting	1,501	1,636	1,006
Presses per mill	5.1	5.5	7.1
Tonnage	2,596,923	3,000,915	3,504,442
Average tonnage per press	1,730	1,834	2,110
Cost of seed deliv'd, incl. transp.	41.23	40.04	41.47
Cost of conversion, incl. packages	10.40	9.18	9.23
Total cost	51.63	49.22	50.70
Total sale of products	51.28	50.13	51.72
Gross profit or loss .....	.35*	.91	1.02
Federal income tax .....	.11	.18	.16
Net profit or loss .....	.46*	.73	.86

*Denotes loss.

Relation to Volume of Crush.

In his analysis of operating costs and profits in relation to annual volume of crush per press Mr. Haines says:

Facts presented indicate an over-capacity of mills expressed in terms of number of available and operating presses of from about 50 to 60 per cent. It has been shown that there is not seed enough to keep all of the mills in steady operation for more than about four months a year.

In order to determine the apparent influence of volume of crush per press on operating costs and profits, each mill's annual operating results were grouped according to average per press tonnage crushed. Five classifications were made for each of the three years.

In the first group operating results were shown for the mills crushing 1,000 tons per press or less; in group two were included the results for the mills showing a crush of from 1,000 to 1,500 tons per press; in group three the operating results were shown for the mills crushing from 1,500 to 2,000 tons per press; the mills crushing from 2,000 to 2,500 tons per press were placed in group four; and in group five the mills showing an average crush of 2,500 tons per press or more.

The table on page 29 exhibits for each of the three years and for the three years combined the average per ton costs and profits for each of the five groups; also shows cost of seed delivered, cost of products, and average per ton sales of products.

Efficient Crushing Methods.

The table shows that operating costs decreased and profits increased in direct relation to the size of the crush per press and not in relation to the size of the mill. For example, during the first season Group One, which includes mills with from two to sixteen presses, but with an average crush per

(Continued on page 29.)

A Page for the Packer Salesman

Growing Competition

Is Developing Meat Salesmen With Greater Selling Ability

Is meat selling passing through a stage of rather rapid evolution?

One meat salesman thinks so. Keener competition, he says, is developing ability, and meat salesmen as a class are better salesmen than they ever were.

If this is so it may explain many things, among which are the many complaints being received from salesmen about changing conditions and the problems they are creating.

Perhaps these complaining salesmen might solve their problems by bringing their methods up to the class standard. This is one thought suggested by the writer of the following letter. He says:

Editor THE NATIONAL PROVISIONER:

There has been considerable published lately about the necessity for improving meat merchandising and selling methods. The usual explanation given is that conditions are changing, and that the salesman must change his methods if he would compete successfully.

This reason is rather vague, but it may be true. At least improvement is to be desired at all times. Perhaps present methods need changing in many instances, but we can't get away from the fact that meat selling is largely an individual accomplishment.

My experience has been that the biggest thing the meat salesman is up against is stiff competition. Individual selling efficiency has increased materially since I first started in the game. The meat salesman of today is a much better salesman than he was a few years ago, and he is improving. And the most constructive thing the salesman who wants to increase his tonnage can do is to give more thought and study to his work and to ways and means of improving his methods.

How to improve selling methods is a broad subject. Individual natural ability, experience, foresight, initiative, ambition, alertness, etc., are all factors contributing to the results one will achieve.

Selling from a New Angle.

From where I stand it seems to me that if meat salesmen would give less attention to general conditions as they affect food sales, and more to their own individual problems and methods they might find the situation is not as bad as it appears.

Various salesmen, in letters published in THE NATIONAL PROVISIONER, have discussed difficulties they are up against and means and methods of solving them. I would like to say something about another phase of meat selling which, as yet, I have not seen mentioned on the Salesmen's Page.

Selling is only half of a transaction. The other half is buying. If the buyer can not see the advantages in a particular product he will not stock it.

The ability to put one's self in the buyer's place and base sales discussions from this angle is a big help. I know of several salesmen who have been able to lift themselves above the average by cultivating the habit of thinking as the buyer might think, and trying to get an entirely new viewpoint on the problem of selling.

What the Buyer Wants to Know.

This subject is treated by J. C. Milton in a recent issue of the Armour Magazine. In this article the pertinent statement is made that "If you know what the buyer needs to know it becomes your guide to what you need to know about the buyer."

Based on the three facts true of all buyers as individuals:

"1—That he is chiefly interested in himself, his work and his opinions of himself;

"2—That he wants to do a smart job of buying;

"3—In order to do a good job of buying he must have sufficient information to satisfy his demands in reaching a logical conclusion."

The three things a buyer really needs to know will fall into these three classifications:

What the Salesman Can Learn.

"1—What does he need to know, quickly and clearly so he will give the product you are offering serious consideration?

"2—What does he need to know about his specific needs for the product you are selling and its specific advantages to him?

"3—After he has this information,

what must he know before he can form a definite conclusion and give you the order?"

This sums up the matter rather clearly and concisely, I think. If the salesman will read over these points and give them a little thought I think he will be able to see how changed methods may be beneficial to him.

Yours very truly,
PACKER SALESMAN.

ANSWERING OBJECTIONS.

What reply do you make to retailers who complain because your firm sells to the chain stores? One salesman recently gave his answer. It is as follows:

"Sure our firm sells to chain stores. We are in business for the same reason you are—to make money—and we don't pass up any opportunity to make sales. And there is no way in which we can pick our customers or discriminate against any class of buyers as long as they do business honestly and pay their bills.

"And, as a matter of fact, it probably is to your advantage that our products are on sale in the chain stores. Our brands are well and favorably known. There is a big demand for them in this territory. If you advertise them it will attract customers to your store and away from the chains.

"On the other hand, if you refuse to carry our meats because the chain stores have them for sale, would you not be driving to the chain stores business that would otherwise come to you? And is it not the merchandise with the widest distribution that has the quickest turnover? For this reason it is the most profitable to stock.

"You want to handle merchandise that is known and liked. If the fact that the chain stores handle our brands attracts customers to them, is it not possible that some customers of the chain stores would be attracted to your market if they knew you had the same brands in stock?"

TALK PROFITS.

The retailer is interested primarily in profits. And profit is something the meat salesman often fails to talk about. He becomes so interested in trying to make a sale that he forgets the retailer's prime interest in the product. Showing the retailer just what he may expect in the way of profits is often worth more than lengthy speeches on quality, service, etc.



Refrigeration and Frozen Foods

Oil in the System

Studying Liquid Ammonia Feed Brought Interesting Results

Oil in the low side of a refrigerating system can cause much trouble and loss of efficiency. How it can be kept out is the problem one large manufacturer of refrigerating equipment is seeking to solve.

The first step was to devise an arrangement whereby the liquid ammonia feed could be observed. With this device installed in the liquid feed line it was possible to watch the action of the liquid ammonia and oil under varying conditions.

Some interesting and valuable facts have already been recorded. Among these is the fact that oil does not instantly dissolve in contact with ammonia, as has been quite generally supposed.

A description of this apparatus, which any handy man can make who desires to study the liquid ammonia feed can make, is given in the following report of this investigation written for THE NATIONAL PROVISIONER by one of those who carried it on.

AMMONIA FEED STUDIES.

By Robert S. Wheaton.

A 40-ton, manually-controlled refrigerating plant had been operating fairly well for a number of years. Recently, due to varying load conditions, it was decided to operate the evaporators or expansion piping with thermally operated valves.

The following facts were taken into consideration in making this decision. The load would change quite frequently, and unless the operator was on the job continually to adjust the expansion valve to each load change, the compressor would run hot with an excess of superheat or become heavily frosted and run with a cold discharge.

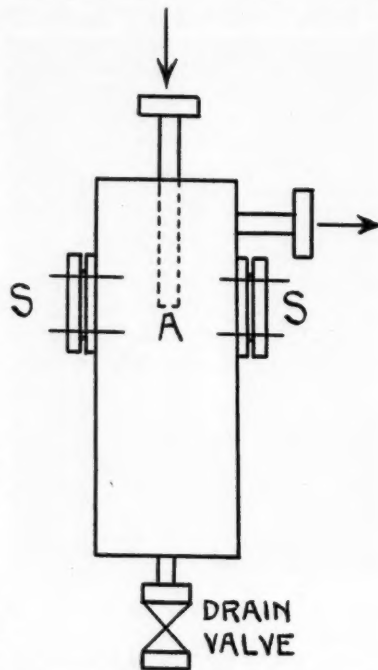
To secure lower power costs, release the attendant for other work and lengthen the life of the compressor, it was decided to install expansion valves which would feed according to the conditions of the gas leaving the evaporator. Accordingly, thermally-controlled feed valves of what were deemed the proper sizes were installed last spring.

The plant functioned very well for a time, but during the hot spells of last summer it was noticed that the coils apparently were not getting enough liquid ammonia and the capacity of the evaporators dropped off.

The adjustments on the automatic valves were open wide, but the results

were not satisfactory. It was also noticed that the feed made a rattling noise when passing the expansion valves. This is generally an indication of too little ammonia in the system, so more ammonia was added.

But the situation did not improve and affairs became critical so far as



HOW LIQUID FEED WAS STUDIED.

The device consists of a piece of 4-in. pipe with heads welded into each end. The liquid inlet is placed at one end and the outlet at one side near the top. Two sight glasses are placed in the sides. With this device in the liquid feed line it was possible to observe what came out of the feed pipe.

the production schedule was concerned. A careful investigation was made. It was found that the liquid supply lines were not overly large, that the worst conditions prevailed on the fourth floor, that the liquid lines were uncovered and that the ammonia supply passed through warm rooms on its journey from the basement to the fourth floor. From this information it was deduced that the liquid was turning into a gas to such an extent that the expansion valve opening was not large enough to supply the expansion piping. Larger size valves were supplied and the plant functioned successfully thereafter.

In view of this experience one large manufacturer of refrigerating equipment thought it advisable to build an apparatus that would enable a study of the liquid feed to be made. This is shown in the accompanying sketch.

The device consisted of a piece of 4-in. pipe in the ends of which heads were welded. A 1/2-in. extra strong liquid inlet was welded in the top head and a 1/2-in. outlet in the side near the

(Continued on page 25.)

REFRIGERATION NOTES.

Imperial Cold Storage Co., Riverside, Calif., will operate a warehouse business in Coachella, Calif.

Terminal Cold Storage & Ice Co., Hutchinson, Kan., will build an addition to cost \$75,000 to its plant.

A refrigerating plant costing \$18,000 has been installed in the Florida experiment station at Gainesville, Fla. Two freezing rooms and six storage rooms have been equipped.

C. A. Dimmette is planning the construction of a cold storage plant in North Wilkesboro, N. C.

H. M. Larkins will erect a cold storage building in Hastings, Neb.

Canadian National Railways are planning the construction of a large cold storage warehouse in Toronto, Canada. The estimated cost is \$200,000.

Polar Ice & Fuel Co., Indianapolis, Ind., will remodel and enlarge its plant.

Storage facilities for 8,000,000 lbs. of solid CO₂ are being constructed in Peoria, Ill., by the DryIce Corporation of America. Distribution to central western cities will be made from the stock which will be maintained at this point.

A cold storage plant will be erected in Holtville, Calif., by the Holtville Ice & Cold Storage Co.

An addition will be erected to the plant of the Lone Star Ice Co., Corpus Christi, Tex.

Yakima Fruit & Cold Storage Co., Yakima, Wash., has increased its capital stock to \$125,000.

Gloria Cold Storage Co., Chehalis, Wash., has been incorporated by Carl Boe and Margaret Boe.

Central Power & Light Co. is considering the erection of a cold storage plant in Yorktown, Tex.

Department of Correction, State Capitol, Albany, N. Y., is having plans prepared for a cold storage and refrigerating plant in the New York State Reformatory for Women, Bedford Hills, N. Y.

TO MARKET FROZEN FOODS.

Birdseye Packing Co., Boston, Mass., has been incorporated to merchandise Birdseye frosted foods. Wetmore Hedges, president of the General Seafoods Corporation, and early associated with the Birdseye freezing process, is president of the company. Gardner Poole, president of the American Institute of Refrigeration, is vice president. Offices of the company are at 3 Commercial st., Boston, Mass.

A. S. R. E. SPRING MEETING.

The spring meeting of the American Society of Refrigerating Engineers will be held in Kansas City, Mo., May 6, 7 and 8. The subjects to be covered at this meeting will be important for all refrigerating people. No previous meeting of the organization has been held so far west, and the members believe that the importance of the refrigerating industries in the Middle West will make this meeting especially interesting.

Mundet Jointite Cork Board

This map shows where



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Factory

Lyndhurst, N.J.

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Principal Cities

OIL IN THE SYSTEM.

(Continued from page 24.)

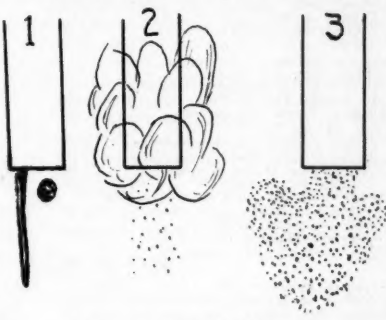
top. A drain was placed in the bottom and two sight glasses, of the same type as those used in vertical ammonia compressor crank cases to show the oil level, were welded into the sides. These are designated with an S on the sketch. With this device installed in the line it would be possible to observe whatever came out of the vertical inlet pipe A.

The apparatus was installed in the feed line in a plant where the line was exposed to a temperature of about 80 degs. Fahr. and observations began.

It was surprising to see the great number of gas bubbles which poured out of the end of the pipe. Sketch No. 2 gives an idea of this action. It was thought that perhaps the bubbles were non-condensable gases and the system was properly purged several times to remove these. But purging did not eliminate these bubbles. They continued to form as long as the feed line was subjected to a higher temperature than that of the liquid flowing in it.

When the apparatus was designed it was hoped that it would be possible to precipitate amyl oil in the ammonia, owing to the bad effect oil has when- ever it gets into the low side of a plant.

For this reason the flow of gas was completely reversed and its rate slowed



OIL IN THE AMMONIA.

One condition observed in the tests was that oil does not immediately dissolve in ammonia. Fig. 1 shows what was seen when oil was pumped into the line. It came out in strings and drops. The oil appeared as a dust cloud (Fig. 3) when the ammonia was badly contaminated. Fig. 2 shows how the ammonia bubbles out of the pipe when the feed line is subjected to a higher temperature than that of the liquid flowing in it.

up when it made the reversal. This was brought about because the internal area of the 1/2-in. extra strong pipe is

only .231 sq. in., compared to an internal area of 12.73 sq. in. in the 4-in. pipe.

This feature worked very nicely. Ordinarily only a few specks of oil came over. These were thrown out of the ammonia stream in a manner indicated in sketch No. 2. Ammonia very badly contaminated with oil was then tried. The oil appeared as a dust cloud, as indicated in sketch No. 3. In this case the oil settled to the bottom of the apparatus, from where it was removed by means of the drain valve.

A hand-operated oil pump was then placed in the line and oil was injected into the ammonia feed line. The general opinion has been that oil dissolves quickly in ammonia. In this case nothing of the kind occurred. The oil ran down the side of the pipe in long strings the same as it does in the air. Some of the oil formed in drops which dropped to the bottom of the test apparatus. The action of the oil in this case is indicated in sketch No. 1.

It is hoped that eventually investigations of this nature will lead to ways and means of preventing oil from getting into the low side of a refrigerating system, with a corresponding saving to the plant owner.

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When hair and scurf are properly loosened in the scalding vat, heaters will do most of the remaining work. Otherwise, excessive shaving and scraping become necessary. Meat Packers' Oakite improves scalding by its vigorous action which thoroughly loosens hair, even on "rough hogs." Booklet containing meat plant cleaning formulas. free on request.

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EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ended Jan. 24 shows little alteration and demand is very poor. Prices lower in part, according to the commercial attache at Hamburg. Receipts of lard for the week were 869 metric tons compared with 1,297 the previous week. Arrivals of hogs at 20 of Germany's most important markets were 74,000 at a top Berlin price of 12.98 cents a pound, compared with 74,000 at 17.95 cents a pound, for the same week of last year.

The Rotterdam market was rather quiet. Tallow market was slightly firmer. Vegetable oils were steady.

The market at Liverpool was dull because of very poor demand.

The estimated slaughter of Danish hogs for the week ended January 23, 1931, was 138,000, as compared with 87,000 for the corresponding week of last year.

Oleo products market slightly firmer. Prices remain about the same.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended January 24, 1931:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	—Week ended—				Jan. 1,
	Jan. 24, 1931.	Jan. 25, 1930.	Jan. 17, 1931.	Jan. 24, 1930.	Jan. 1, 1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.

Total	757	1,179	634	2,380	
To Belgium	.....	.....	.....	.....	.....
United Kingdom	720	996	596	2,199	.....
Other Europe	.....	.....	.....	.....	.....
Cuba	.....	.....	11	18	.....
Other countries	37	169	27	148	.....

BACON, INCLUDING CUMBERLANDS.

Total	910	3,732	1,800	5,345	.....
To Germany	.....	.....	.....	.....	.....
United Kingdom	898	2,796	1,522	4,504	.....
Other Europe	156	590	261	667	.....
Cuba	16	31	23	53	.....
Other countries	15	242	3	73	.....

LARD.

Total	16,550	12,479	9,961	44,654	.....
To Germany	.....	.....	.....	.....	.....
Netherlands	620	1,187	.....	2,002	.....
United Kingdom	5,352	4,324	5,855	18,506	.....
Other Europe	699	1,549	534	2,343	.....
Cuba	1,942	1,906	1,078	4,897	.....
Other countries	2,981	1,744	881	5,873	.....

PICKLED PORK.

Total	203	270	330	722	.....
To United Kingdom	8	22	19	56	.....
Other Europe	21	89	.....	28	.....
Canada	150	122	282	541	.....
Other countries	24	37	29	67	.....

TOTAL EXPORTS BY PORTS.

Week ended January 24, 1931.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	757	910	16,550	203
Boston	31	7	961	7
Detroit	609	309	2,119	8
Port Huron	19	1	.....	145
Key West	.....	1	940	11
New Orleans	36	28	3,874	13
New York	42	564	7,862	10
Philadelphia	.....	.....	755	.....
Portland, Me.	.....	.....	.....	.....

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (Total)	720	998	.....
Liverpool	309	307	.....
London	155	86	.....
Manchester	.....	.....	.....
Glasgow	170	245	.....
Other United Kingdom	17	62	.....

	Lard, M lbs.
Exported to:	
Germany (Total)	5,056
Hamburg	5,048
Other Germany	8

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.

Meat Production and Consumption Statistics

Meat and livestock production and consumption for October, 1930, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

CATTLE, CALVES, BEEF, AND VEAL.

	October.	3-year average, 1927-1929.	1929.	1930.	Total or average, January-October.
Inspected slaughter:					
Cattle, No.	845,152	838,939	835,972	7,283,485	8,934,504
Calves, No.	466,468	398,354	438,013	3,945,066	5,874,287
Carcasses condemned:					
Cattle, No.	7,206	7,000	6,046	53,856	49,133
Calves, No.	712	636	778	7,850	7,434
Average live weight:					
Cattle, lbs.	938.82	942.20	950.49	950.87	955.47
Calves, lbs.	195.48	193.15	188.59	176.41	176.49
Average dressed weight:					
Cattle, lbs.	490.83	490.75	510.91	514.46	520.58
Calves, lbs.	107.77	107.42	102.84	100.72	101.29
Total dressed weight (carcass, not incl. condemned):					
Beef, M lbs.	411,242	415,717	424,017	3,713,225	3,577,710
Veal, M lbs.	43,620	42,724	44,965	394,255	379,757
Storage beginning of month:					
Fresh beef, M lbs.	26,972	38,906	43,515	40,578	50,060
Cured beef, M lbs.	18,207	17,438	16,508	19,528	18,714
Storage end of month:					
Fresh beef, M lbs.	40,078	51,902	47,221	37,773	48,145
Cured beef, M lbs.	17,926	20,157	10,641	18,908	18,544
Exports: M lbs.					
Cured beef and veal	151	226	557	1,908	2,681
Cured beef	901	771	2,003	10,340	9,418
Canned beef	174	226	90	2,062	2,200
Oleo oil and stearin	5,516	5,396	4,711	64,691	61,642
Tallow	333	237	622	3,897	3,103
Imports: M lbs.					
Fresh beef and veal	5,730	2,341	370	40,407	40,105
Beef and veal pickled or cured	(^a)	1,380	35	6,737	2,068
Beef canned	5,562	8,229	1,049	89,321	49,433
Receipts, cattle and calves	2,526	2,401	2,377	17,873	16,890
Price per 100 lbs.:					
Cattle, average cost for slaughter	9.33	9.64	7.21	10.06	10.85
Calves, average cost for slaughter	11.22	11.19	8.75	11.90	12.78
Cattle, good steers, Chicago	14.70	14.21	10.82	13.58	14.05
Veal calves, Chicago	13.62	12.83	10.24	13.32	13.78
Beef carcasses, good, eastern markets	21.82	21.31	17.14	20.57	21.61
Veal carcasses, good, eastern markets	23.05	23.47	19.14	22.19	23.78

HOGS, PORK, AND PORK PRODUCTS.

Inspected slaughter, No.	3,512,988	3,857,147	3,491,090	37,832,542	38,963,115
Carcasses condemned, No.	11,407	10,150	9,772	120,468	116,163
Average live weight, lbs.	227.06	228.76	221.95	234.77	235.10
Average dressed weight, lbs.	108.09	109.40	105.34	177.78	177.25
Total dressed weight (carcass, not incl. condemned)	590,842	651,081	575,700	6,683,149	6,840,533
Lard per 100 lbs. live weight, lbs.	14.05	14.65	13.16	15.37	15.85
Storage beginning of month:					
Fresh pork, M lbs.	116,657	119,204	92,905	211,177	229,236
Cured pork, M lbs.	458,127	481,294	355,122	537,512	586,519
Lard, M lbs.	132,918	153,690	59,732	143,451	168,376
Storage end of month:					
Fresh pork, M lbs.	72,868	75,910	64,127	206,627	221,646
Cured pork, M lbs.	391,026	415,492	292,679	554,912	575,046
Lard, M lbs.	85,147	99,845	36,217	145,630	169,538
Exports: M lbs.					
Fresh pork	905	1,092	438	8,508	9,748
Cured pork	18,394	23,108	10,581	248,352	272,090
Canned pork	743	1,212	753	7,439	8,732
Sausage	560	581	392	5,507	4,964
Lard	61,590	71,814	42,026	631,586	681,595
Imports: M lbs.					
Fresh pork	1,237	174	45	7,915	3,840
Pork, pickled, salted, and other	(^a)	197	129	.....	1,908
Prepared or preserved hams, shoulders, and bacon	(^b)	153	207	.....	1,750
Receipts of hogs	3,490	3,674	3,441	35,550	35,435
Price per 100 lbs.:					
Average cost for slaughter	9.90	9.43	9.27	10.12	10.39
At Chicago—Live hogs, med. wt.	10.22	9.68	9.76	10.47	10.76
At eastern markets—					
Fresh pork loins, 10/15 lbs.	25.77	24.97	24.38	22.39	22.99
Shoulders, skinned	19.25	18.20	16.78	17.36	18.97
Picnics, 6/8 lbs.	17.38	16.84	15.04	15.62	16.30
Butts, Boston style	22.83	22.59	20.83	20.39	21.68
Bacon, breakfast, No. 1, sweet	24.29	23.65	24.83	23.58	22.98
pickle cure, 8/10 lbs.	23.39	23.34	22.08	23.39	24.15
Hams, smoked, No. 2, 12/14 lbs.	18.98	18.18	13.62	13.51	13.33
Lard, hardwood tubs	.....	.....	.....	.....	.....

SHEEP, LAMB, AND MUTTON.

Inspected slaughter, No.	1,322,583	1,365,325	1,727,179	11,245,657	11,773,223
Carcasses condemned, No.	8,074	3,467	2,373	15,453	18,963
Average live weight, lbs.	81.14	81.44	79.15	81.82	82.45
Average dressed weight, lbs.	38.65	38.68	37.72	38.85	38.93
Total dressed weight (carcass not incl. condemned)	50,991	52,677	65,060	435,711	456,516
Storage, fresh lamb and mutton:					
M lbs.					
Beginning of month	2,739	4,113	4,320	2,854	3,390
End of month	4,090	4,992	4,326	2,779	3,333
Exports, fresh, M lbs.	29	37	108	908	824
Imports, fresh, M lbs.	555	202	2	3,152	4,698
Receipts of sheep, M lbs.	3,872	4,091	3,784	21,778	22,966
Price per 100 pounds:					
Average cost for slaughter	11.85	11.35	7.35	13.57	13.67
At Chicago—					
Lambs, 90 lbs. down, gd.-ch.	13.16	12.71	8.06	14.70	14.97
Sheep, medium to choice	5.62	4.70	3.10	7.30	7.17
At eastern markets—					
Lamb carcasses, good	23.85	23.95	17.68	27.23	27.91
Mutton, good	12.68	12.11	9.92	15.64	15.58

^a1927, 1928, and 1929. ^bIncluding reexports. ^cDoes not include reexports for February. Correct figure not available at this date. ^dBeginning January, 1930, lard stearin excluded. ^eNot reported prior to January, 1928. ^fPublic stockyards. ^gPrior to July, 1930, lambs, 84 lbs. down.

Provision and Lard Markets

WEEKLY REVIEW

Trade Moderate—Undertone Heavy—Lard Made New Season's Lows—Commission House Trade Mixed—Packers Sellers—Hogs Fairly Steady—Heavier Weights Attracting Attention—Farm Hog Holdings Larger Than Expected.

There was a moderate amount of activity in the market for hog products the past week, and prices, after backing and filling over a moderate range, again developed heaviness, lard sagging to new season's lows. Commission house absorption was evident, being partly scale down investment buying, but weakness in grains led to selling and speculative liquidation. Packing house interests were mainly on the selling side, presumably hedging.

The hog run continued rather liberal, and there was much discussion as to how long the run might keep up. A majority figured that a good run would be experienced for at least another 4 to 6 weeks. A depressing feature was the heavier weight of hogs arriving. This, it was calculated, as far as lard is concerned, would offset the smaller number of hogs in the country.

Domestic cash lard trade was fair, but export lard demand appeared rather quiet. The outward movement was on a smaller scale, and recent heavier hog slaughtering on the continent, together with relative cheapness of foreign oils, would serve to restrict foreign lard takings for the immediate future, it was feared. The average price of hogs at Chicago was 7.55c, compared with 7.75c the previous week, 10.05c a year ago, and 9.70c two years ago. The average weight of hogs received at Chicago last week was 237 lbs., against 236 lbs. the previous week, and 228 lbs. the same week a year ago.

Hog slaughtering under Federal inspection in the U. S. during 1930 were 46,688,000, a decrease of 473,000, or 1 per cent under 1929 and a decrease of 1,558,000, or 3.4 per cent, under 1928. The number of hogs in the country at the beginning of this year were above expectations, showing a decrease of only 915,000 compared with the previous year, although 5,087,000 smaller than the same time two years ago.

Export Trade Dull.

It was evident in trade circles that fears were entertained as to the probable coming run of hogs, while at the same time, it was said that cheap pigs and poultry had hurt the fresh meat trade. An impression appears to be gaining ground that the Farm Board subsidiary is collecting hogs which may come on the market at any time at interior concentration points. These points it is said, are being opened up all over Iowa. The fears that accumulation is under way was rather unsettling, as the hogs must sooner or later be dumped on the market owing

to inability to carry them indefinitely like grain.

The official exports of lard week ended January 17, were 8,924,000 lbs., of which 1,575,000 lbs. went to Germany, 4,855,000 lbs. to the United Kingdom and 2,494,000 lbs. to other countries. The outward movement since January 1, has totaled 27,067,000 lbs., compared with 39,645,000 lbs. the same time last year. Exports of hams and shoulders for the week were 145,000 lbs., against 1,015,000 lbs. the same week last year; bacon, 1,366,000 lbs., against 2,180,000 lbs.; pickled pork, 287,000 lbs., against 249,000 lbs. a year ago.

Unsettlement in other commodity markets particularly, the new low levels in corn and unusually mild weather over the west, were also having an influence in hog products. Cotton oil was relatively steady, and there is an impression that with loose lard at Chicago selling at a discount under the late oil futures and within striking distance of nearby cotton oil that lard will cut into cotton oil distribution somewhat. To what extent remains to be seen, however, as there is an enormous trade in compound, in small packages under branded names.

PORK—The market was steady, with a fair trade in the East. Mess at New York was quoted at \$28.50; family, \$28.50; fat backs, \$20.00@25.50.

LARD—Domestic trade was fair, but export interest rather quiet. The undertone was barely steady with the future markets. At New York, prime western was quoted at \$8.85@8.95; middle western \$8.75@8.85; city, 8½c; refined continent, 9½c; South American, 9½c; Brazil kegs, 10½c; compound, car lots, 9½@9¾c; smaller lots, 9½@10c.

At Chicago, regular lard in round lots was quoted at January price; loose lard, 70c under January; leaf lard, 77½c under January. Demand in the west was moderate, with shipping trade light.

See page 33 for later markets.

BEEF—Trade was fair, and the market about steady. Mess at New York was purely nominal; packet, \$15.00@16.00; family, \$17.00@18.00; extra India mess, \$34.00@36.00; No. 1 canned corned beef, \$3.25; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

Hog Cut-Out Losses Are Growing Larger

Smaller receipts and somewhat lower hog prices forced by the weak situation in fresh pork cuts as well as cured meats, featured the hog market for the week. While at no time have receipts been especially heavy, they have proved too large for consuming demand in the fresh pork market.

The quality of hogs is good and the heavier averages are in the predominance. All but the lightest averages showed more than a \$2.00 per head cut-out loss. This loss is probably even more pronounced where actual credits are shown for by-products and certain less demanded cuts are figured at the actual market price. Costs, too, have been somewhat higher during the week due to the smaller volume.

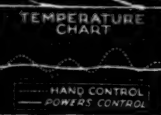
There is a good deal to lend weight to the belief that a good many hogs are

yet to come so that any early improvement in the demand for both fresh and cured pork meats may be balanced by increased hog runs. The low prices at which poultry, eggs and lamb are moving also have a weakening influence, as has the generally open weather conditions.

It is important at this time that packers know the cut-out value of their hogs as more than ever this should be the guiding influence in the price paid for the live animals. This value is different in different plants, as costs and credits vary.

The following tests, worked out on the basis of prices of product and live hogs at Chicago during the first four days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, show more cutting loss than packers should continue to take. Either product should have greater value or hogs should be bought to better advantage.

	100 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$2.32	\$1.80	\$1.76	\$1.72
Picnics	.57	.50	.44	.39
Boston butts	.46	.46	.46	.46
Pork loins (blade in)	1.04	.85	.82	.72
Belilles, light	1.93	1.71	.81	.30
Belilles, heavy	.....	.....	.52	1.01
Fat backs	.....	.69	.31	.46
Plates and jowls	.11	.12	.15	.18
Raw leaf	.14	.16	.16	.16
P. S. lard, rend. wt.	.99	1.09	.99	.92
Spare ribs	.08	.07	.07	.07
Regular trimmings	.09	.09	.09	.09
Rough feet	.03	.03	.03	.03
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value (per 100 lbs. live wt.)	\$7.82	\$7.20	\$6.65	\$6.55
Total cutting yield	68.00	68.00	70.00	71.00
Crediting edible and inedible offal to the above total cutting value and deducting from this sum the live cost of hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$.63	\$1.07	\$1.09	\$.88
Loss per hog	\$1.07	\$2.14	\$2.59	\$2.53



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CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States during November, 1930, according to the U. S. Bureau of Foreign and Domestic Commerce, were as follows:

Beef, 157,340 lbs., valued at \$50,576; pork, 848,135 lbs., valued at \$312,847; sausage, 87,244 lbs., valued at \$24,086; other canned meats, 203,174 lbs., valued at \$42,678.

Shipments of canned meats from the United States to non-contiguous territory during the month were as follows:

Alaska—Beef, 13,070 lbs., valued at \$3,435; sausage, 1,901 lbs., valued at \$540.

Hawaii—Beef, 90,525 lbs., valued at \$15,936; pork, 16,253 lbs., valued at \$5,961; canned meats, 15,261 lbs., valued at \$4,479.

Porto Rico—Beef, 1,428 lbs., valued at \$429; pork, 12,940 lbs., valued at \$2,628; sausage, 29,193 lbs., valued at \$5,186; other canned meats, 37,466 lbs., valued at \$3,528.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Jan. 27, 1931.—Extra tallow, f.o.b. seller's plant, 4@4½c lb.; Manila cocoanut oil, tank coast, 4½@4¼c lb.; Manila cocoanut oil, tanks N. Y., 4½@5c lb.; Cochiti cocoanut oil, bbls., N. Y., 7¼@7½c lb.

P. S. Y. cottonseed oil, 8¼@9c lb.; crude corn oil, 9@9¼c lb.; olive oil foots, 6½@7c lb.; 5 per cent yellow olive oil, 85@87c per gal.; crude soya bean oil, 9¼@10c lb. imported; palm kernel oil, 7½@8c lb., all barrels, New York.

Niger palm oil, casks, N. Y., 5¼@5½c lb.; Lagos palm oil, casks, N. Y., 5¼@6c lb.; glycerine, soaplye, 6¼@7c lb.; glycerine, C. P., 13¼@14c lb.; glycerine, dynamite, 10¼c lb.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Jan. 28, 1931.—The demand for tankage was not very heavy the past week and several sales of unground were made at \$2.50 and 10c.

Stocks of blood continue to accumulate with very little buying interest and while producers are holding at about \$2.85@2.90 the material could probably be bought a little lower.

The nitrate of soda price in effect February 1st is \$2.07 per 100 lbs. and there has been some seasonal demand for this material from the fertilizer buyers.

Cracklings are slightly lower, due to the lack of demand and 50 per cent are quoted at about 57½c f.o.b. New York.

The slightly better demand for these materials that has developed around Chicago has not been reflected in the market as yet. The fertilizer manufacturers are buying rather cautiously and look for a reduced output this year.

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings, November, 1930, are given by the U. S. Department of Commerce as follows:

	IMPORTS.		EXPORTS.	
	Lbs.	Value.	Lbs.	Value.
Germany	3,730	\$ 6,868	40,763	\$13,544
Netherlands	50	61	6,959	2,171
Rumania	...	...	225	80
United Kingdom	9,193	10,961	18,000	19,807
Canada	86,215	104,124	166,204	21,206
Mexico	1,394	1,710	...	...
Argentina	20,793	43,514	177,596	40,072
Brazil	...	...	10,132	2,954
Chile	5,201	8,241	5,448	4,065
Uruguay	4,767	5,784	18,834	3,479
B. India	3,472	7,785	...	...
China	49,868	73,314	20,688	10,330
Iraq	8,860	11,916	...	...
Kwantung	2,578	3,323	...	...
Peria	5,201	8,241	...	...
Syria	5,688	15,649	...	...
Turkey	35,628	72,264	...	...
Australia	50,206	55,426	3,254	2,232
New Zealand	22,419	26,376	...	...
Un. of S. Africa	8,461	6,776	...	...
Morocco	1,179	1,674	...	...
Total	317,742	\$455,766	408,101	\$120,540

*Includes hog casings from China, Russia, etc.

	Hog casings.		Beef casings.	
	Lbs.	Value.	Lbs.	Value.
Belgium	34,597	\$11,578	117,613	\$10,580
Denmark	...	...	28,421	2,279
Finland	...	...	25,070	3,563
France	6,475	1,743	...	...
Germany	506,844	49,789	887,108	69,213
Italy	6,250	1,140	5,900	486
Netherlands	45,573	4,958	138,234	11,760
Norway	...	...	49,750	4,508
Poland & Danzig	1,157	319	60,171	3,663
Rumania	57,464	10,001	167,971	7,798
Sweden	2,230	300	28,317	2,687
United Kingdom	458,145	94,528	25,008	3,083
Canada	10,543	4,240	14,585	1,399
Brit. Honduras	20	6	...	...
Mexico	400	91	...	...
Bermudas	1,104	840	...	...
Cuba	688	305	5,820	652
Dutch W. Indies	...	...	...	...
Argentina	...	...	...	...
Australia	106,842	27,331	...	...
Union So. Africa	3,477	616	...	...
Total	1,247,309	\$207,774	1,523,486	\$123,671

Shipments from the United States to Hawaii: hog casings, 5 lbs., valued at \$4; beef casings, 980 lbs., valued at \$185; other casings, 96 lbs., valued at \$12.

Exports of other casings: Germany, 50,168 lbs., valued at \$1,933; Netherlands, 51,500 lbs., valued at \$2,370; Sweden, 27,077 lbs., valued at \$4,446; United Kingdom, 25,434 lbs., valued at \$7,621; Canada, 7,183 lbs., valued at \$1,359; Mexico, 1,500 lbs., valued at \$563; Cuba, 555 lbs., valued at \$875; Dutch West Indies, 180 lbs., valued at \$42; Argentina, 95 lbs., valued at \$225. Total, 163,692 lbs., valued at \$19,434.

By-Products Markets

Chicago, January 29, 1931.

Blood.

Producers continue to ask \$3.25. Sales have been made at this figure.

Unit Ammonia.
Ground and unground.....\$3.25

Digester Feed Tankage Materials.

The market is somewhat easier. Sales have been made at \$3.00 & 10c, Chicago.

Unit Ammonia.
Unground, 11½ to 12% ammonia.....\$2.90@3.00 & 10c
Unground, 6 to 8% ammonia.....2.90@3.00 & 10c
Steam bone meal, special feeding, per ton.....@35.00

Packhouse Feeds.

Product continues in fair demand. Prices are quoted on carload basis, f.o.b. producing plants.

Per Ton.
Digester tankage, meat meal.....\$350.00
Meat and bone scraps, 50%.....@ 50.00

Fertilizer Materials.

The market for fertilizer materials continues quiet and buyers are not showing much interest. Producers are asking \$2.50@2.60, f.o.b. Chicago.

Unit Ammonia.
High grd. ground, 10@11% am.\$ 2.50@ 2.60 & 10c
Low grd. and ungrd., 6-9% am. 2.50@ 2.60 & 10c
Bone tankage, low grd., per ton 15.00@16.00
Hoof meal.....2.35@ 2.40

Cracklings.

The crackling market has slowed up somewhat and demand is less active. Producers are asking .60@.65.

Per Ton.
Hard pressed and exp. unground, per unit protein.....\$.60@ .65
Soft prod. pork, ac. grease & quality 45.00@50.00
Soft prod. beef, ac. grease & quality 40.00@45.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Raw bone meal for feeding.....@32.00
Steam ground, 2 & 50.....22.00@23.00
Steam, unground, 3 & 50.....18.00@20.00

Horns, Bones and Hoofs.

Per Ton.
Horns, according to grade.....\$75.00@150.00
Mfr. shin bones.....65.00@110.00
Cattle hoofs.....20.00@25.00
Junk bones.....16.00@17.00
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Gelatine and Glue Stocks.

Little activity reported. Prices are mostly nominal.

Per Ton.
Kip stock.....\$28.00@30.00
Calf stock.....42.00@45.00
Hide trimmings (Old style).....28.00@30.00
Hide trimmings (New style).....20.00@22.00
Horn pits.....@25.00
Cattle jaws, skulls and knuckles.....22.00@23.00
Sinews, plizles.....28.00@30.00
Pig skin scraps and trim., per lb.... 2 @ 2¼

Animal Hair.

The animal hair market is showing only seasonable activity. Prices are nominal.

Summer coil and field dried.....14@ 1½¢
Processed, black winter, per lb.....54¢ @
Processed, grey, winter, per lb.....44¢ @
Cattle switches, each.....1½¢ @ 2¢

* According to count.

FINLAND MEAT RATES.

Finland has increased the import rates on meats, under a Finnish law effective November 15, 1930. The basic import duties are increased per net kilo as follows: Pork, salted or smoked, not canned, from \$.06 to \$.082; pork, other, from \$.05 to \$.063; other meats, salted, smoked dried, not canned, from \$.045 to \$.088; and other types of meats, from \$.03 to \$.075.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—Decided weakness continued the feature in the tallow market the past week. Following sales of a fairly good quantity of extra, f.o.b. New York, at 4c, there were additional sales this week of at least 250,000 lbs. at 3½c f.o.b. This is believed to be the lowest price on record. Leading soapers continued to buy on a scale down, but displayed little or no anxiety for supplies. At the same time, the market was influenced somewhat by the ready disposition of other soapers' materials to follow the downward trend.

Persistent talk of low levels for foreign oils appeared to have affected sentiment somewhat, but the situation is purely one of supply and demand. And with the consumer bought ahead, the market continued in the buyer's favor. The Government report showed 58,955,000 cattle and calves on farms on January 1, 1931, against 57,978,000 the previous year and 56,389,000 two years ago.

At New York, special loose was quoted at 3½c; extra, f.o.b., 3½c; edible, 5½c nominal.

At Chicago, trading in tallow was generally quiet, although there was some talk of a little more interest from buyers at the lower levels. At Chicago, edible was quoted at 5c; fancy, 4½c; prime packer, 4½c; No. 1, 4c; No. 2, 2½c.

There was no London tallow auction this week. At Liverpool, the market was quiet and easy. Prices were unchanged at 3d lower. Australian fine was quoted at 26s 9d and good mixed at 22s 9d.

STEARINE—A limited demand was in evidence at the seaboard, and the market was weaker. Oleo at New York was quoted at 7½c. At Chicago, demand was slow and the market easy, with oleo quoted at 6½c.

OLEO OIL—Buying interest was quiet, and the market was weaker. Extra at New York was quoted at 6½c; medium, 6½c; lower grades, 6c. At Chicago, trade was quiet and the market about steady. Extra was quoted at 7½c.

See page 33 for later markets.

LARD OIL—A fair demand was reported the past week, but buying appeared to be mainly for nearby needs. At New York, edible was quoted at 12½c; extra winter, 9½c; extra, 9½c; extra No. 1, 9c; No. 1, 8½c; No. 2, 8½c.

NEATSFOOT OIL—Trade in this market continued quiet, and what business passed was mostly for quick delivery. At New York, pure was quoted at 11½c; extra, 9½c; No. 1, 9c; cold test, 16c.

GREASES—A weak situation continued in the market for greases as a result of a limited demand, the weakness in the tallow market, and moderate pressure from producers. Offerings of most grades were fair, while leading soapers continued to display a backing-away attitude, due to their being well bought ahead as well as to a dis-

position to let the market take its own course.

There was little or no export interest at the seaboard in white grease. This was also a depressing factor. The government livestock report failed to have much influence on the market, and conditions in surrounding commodities have not displayed any particular change for the better.

At New York yellow and house were quoted at 3½c according to quality; A white, 3½c; B white, 3½c; 3½c; choice white, 5½c.

At Chicago, trading in greases was generally quiet, but reports indicated a little more interest on the part of buyers at the lower price levels. At Chicago, brown was quoted at 2½c; yellow, 3½c; B white, 3½c; A white, 3½c; choice white, 4½c.

COTTON OIL MILL SITUATION.

(Continued from page 22.)

press of only 714 tons, operated on a conversion cost of \$12.69; whereas for Group Five, which includes mills also ranging from two to sixteen in size, but which averaged a crush of 3,090 tons per press, the working cost was only \$7.87.

The latter group of mills, with an average crush of 2,376 tons per press greater than the average volume crushed by Group One mills, operated at an average conversion cost of \$4.82 less than was apparently possible for the small volume group.

Substantially identical correlations between low volume and high operating costs, and between large volume and low operating costs, likewise are shown in the tables for the seasons of 1928-29 and 1929-30. Moreover, in each of the three years, the tabulations show a constant correlation between the size of the crush per press and profit and loss results. * * *

How Press Capacity Varied.

An actual count was made of the number of 2, 4, 6, 8, 12 and 16 press mills that fell in each of the five groups during the three years. Combining the 2 and 4 press mills it was found that 19 per cent of the total of such mills was in Group One, 27 per cent in Group Two, 22 per cent in Group Three, 20 per cent in Group Four and 12 per cent in the fifth group.

Of the 6 and 8 press mills, 13 per cent was in Group One, 16 per cent in Two, 28 per cent in Three, 24 per cent in Four and 19 per cent in Group Five.

Likewise for the three years combined the 12 and 16 press mills fell in the different classifications as follows: 17 per cent in Group One, 17 per cent in Two, 21 per cent in Three, 19 per cent in Four and 26 per cent in Five.

The operating results for the three years show that on the average a minimum crush of 1,750 tons per press was required in order to enable the mill to "break even." It is highly significant to note that fully 38 per cent of the mills during the period under

COSTS AND PROFITS ACCORDING TO VOLUME OF CRUSH.

Comparison of operating results of all reporting mills grouped according to annual volume of crush per press.

Group 1—Mills crushing 1,000 tons per press or less. Group 2—Mills crushing 1,000 to 1,500 tons per press. Group 3—Mills crushing 1,500 to 2,000 tons per press. Group 4—Mills crushing 2,000 to 2,500 tons per press. Group 5—Mills crushing 2,500 tons per press and over.

Group No.	No. Mills.	No. Presses.	Av. Presses Per Mill.	Av. Tonnage Per Press.	Seed Cost Field Incl. Transp.	Current Oper. Exp.	Fixed and Gen. Exp.	Total Conversion Cost.	Total Pkg. Exp.	Total Prod.	Total Value Prod.	Net P. or L. after Fed. Tax.
SEASON 1927-28.												
1	44	225	5.1	714	\$42.40	\$5.45	\$7.24	\$12.69	\$1.06	\$56.15	\$54.05	\$2.15 Loss
2	65	336	5.2	1286	42.91	5.00	5.31	10.31	.73	53.95	53.94	.14 Loss
3	67	411	6.1	1744	43.98	4.97	4.25	8.92	.81	53.41	53.91	.50 Profit
4	51	311	6.1	2251	44.05	4.98	4.17	8.83	.90	53.75	54.81	.98 Profit
5	35	239	6.8	3090	45.08	4.18	3.69	7.87	.77	53.72	56.20	2.17 Profit
SEASON 1928-29.												
1	38	179	5.4	721	41.47	5.62	7.17	12.79	.95	55.21	51.81	3.46 Loss
2	63	308	4.8	1271	41.38	4.95	5.32	10.27	.74	52.39	51.36	1.13 Loss
3	75	446	5.9	1718	42.94	4.59	4.45	9.04	.77	52.75	53.11	.19 Profit
4	63	392	6.2	2262	43.61	4.40	4.04	8.44	.85	52.90	53.06	.02 Profit
5	43	295	7.0	3069	44.67	4.08	3.51	7.59	.68	52.94	53.89	.78 Profit
SEASON 1929-30.												
1	57	312	5.5	764	35.34	5.17	7.24	12.41	.90	48.05	45.62	3.06 Loss
2	49	258	5.3	1280	35.88	4.58	4.70	9.37	.83	49.08	45.97	.22 Loss
3	62	353	5.8	1783	35.77	4.40	4.34	8.80	.79	45.36	45.90	.13 Profit
4	59	379	6.5	2234	35.89	4.45	3.91	8.36	.86	45.11	46.01	.76 Profit
5	52	374	7.2	3167	36.13	4.15	3.50	7.65	.62	44.40	46.24	1.60 Profit
THREE-YEAR TOTALS AND AVERAGES.												
1	134	716	5.3	740	38.99	5.37	7.22	12.69	.97	52.55	49.71	2.89 Loss
2	177	897	5.1	1280	40.88	4.86	5.16	10.02	.76	51.18	50.78	.40 Loss
3	204	1215	6.0	1746	41.03	4.53	4.35	8.93	.79	50.75	51.12	.24 Profit
4	173	1082	6.2	2249	41.06	4.40	4.03	8.52	.87	50.45	51.12	.52 Profit
5	130	908	7.0	3115	41.21	4.13	3.55	7.68	.68	49.57	51.29	1.48 Profit

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review fell in the group having less than this necessary minimum. Furthermore 25 per cent of the mills barely "broke even," and only 37 per cent operated at a profit, meager though that profit was.

It will be observed that during the three years there was a steady decline in the percentage of the total crush by the mills in groups One, Two and Three, which mills showed unprofitable results. The three unprofitable groups crushing approximately 1,750 tons per press per year or less, handled in 1927-28 47.6 per cent of the total crush; in 1928-29 they accounted for 41.7 per cent of the total; and in 1929-30 their crush was only 37.3 per cent. Conversely of course the mills in the other two groups showing the largest per press crush have each year increased their percentage of the total crush. Particularly noticeable is the increase shown by Group Five. During the first season under review this group crushed 27 per cent of the total handled by the reporting mills, in 1928-29 29.5 per cent and in 1929-30 36.5 per cent.

We now turn to a consideration of the apparent public significance of operating costs where the small volume of crush per press is involved. This is presented in a table showing indicated excess conversion cost for groups One, Two, Three and Four compared with the lower conversion costs shown by Group Five mills.

How Saving Might Have Been Made.

Had the total tonnage crushed in 1927-28 by the unprofitable groups been converted into cottonseed products on the basis of the average cost shown for the profit mills, \$5,762,693 excess conversion cost might have been saved. Likewise the saving for the next two years might have been respectively \$6,348,585 and \$5,400,970, or a total for the three years of \$17,512,248.

All that can be paid to the producer of the seed is the difference between what the consumers are willing to pay for all the products emerging from the seed and the costs required to obtain the services of the factors needed to convert the seed into its various products.

Under conditions of free competition every reduction in the costs of the operations intervening between the seed producer and the consumer of the products will in whole or in large part be passed on to the seed producer in the form of a higher price for his raw material.

Indeed, the situation disclosed by this survey is that the oil mills at least, through stress of competition, keep their profits on the average constantly below the level required to maintain the industry.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

The Consumer's Dollar

Coming to the public interest part of the survey Mr. Haines says:

The survey presents an analysis of the distribution of the consumer's dollar paid for cottonseed products—oil, meal, linters and hulls. This can now be done, it appears, for the first time.

There has been much loose talk and numerous fictitious accusations against the mills, both within and without the industry. What are the facts?

In the following table an attempt is made to show the distribution of the total revenue received from cottonseed and its products. This table was constructed by computing for each of the three years the total value of products, total conversion cost, total transportation cost, and total mill profit or loss on the basis of corresponding average per ton results shown in the costs reports.

The total tonnage of cottonseed crushed each year as reported by the U. S. Bureau of the Census is used and not that portion of the tonnage represented in the costs schedules.

The amount represented as having been received by the farmers was ascertained on the basis of the annual price per ton the U. S. Department of Agriculture estimates the producer got at the gin for his seed.

The seed merchants' gross spread represents that portion of the total value obtained from the sale of cottonseed products which is not specifically accounted for by the amounts received by the farmers, by conversion cost, which here includes federal income tax, by transportation, and by the mills as profit or loss.

Where the Money Went.

Distribution of total value of cottonseed and its products, showing costs, margins and profits from producers to consumers:

Season of 1927-28.				
	Totals	Per Ton	Per Cent	
Total tonnage crushed (1)	4,654,017			
Value of manufactured products (2)	\$255,505,533	\$54.90		
Deduct:				
Transportation (2)....	8,656,472	1.86		
Conversion cost (2)....	46,865,951*	10.07*		
	\$ 55,522,423	\$11.93		
Balance available for distribution	199,083,110	42.97	100.00	
Amount received by farmers (3)	167,218,831	35.93	83.61	
Seed merchants' gross spread (4)	28,994,526	6.23	14.50	
Mill net profit (2)....	3,769,753	.81	1.89	
Season of 1928-29.				
Total tonnage crushed (1)	5,061,058			
Value of manufactured products (2)	\$268,286,085	\$53.01		
Deduct:				
Transportation (2)....	9,211,126	1.82		
Conversion cost (2)....	49,041,652*	9.69*		
	\$ 58,252,778	\$11.51		
Balance available for distribution	210,033,907	41.50	100.00	
Amount received by farmers (3)	179,110,843	35.39	85.28	
Seed merchants' gross spread (4)	31,176,117	6.16	14.84	
Mill net profit (2) (loss)	253,053	.05	.12	
Season of 1929-30.				
Total tonnage crushed (1)	5,015,714			
Value of manufactured products (2)	\$231,023,787	\$46.06		
Deduct:				
Transportation (2)....	11,385,671	2.27		
Conversion cost (2)....	47,680,440*	9.51*		
	\$ 59,066,111	\$11.78		
Balance available for distribution	171,938,676	34.28	100.00	
Amount received by farmers (3)	152,828,805	30.47	88.89	
Seed merchants' gross spread (4)	16,100,442	3.21	9.36	
Mill net profit (2)....	3,006,429	.60	1.75	

*Includes Federal Income Tax.

Sources of data:

(1) From report of the U. S. Bureau of Census. (2) Based on costs and profits reports from over 300 mills. (3) From report of U. S. Department of Agriculture. (4) This represents that portion of the total value obtained from the sale of cottonseed products which is not specifically accounted for by the amounts received by the farmers, by the mills, by transportation, and by conversion cost, which includes Federal Income Tax. There remains, therefore, only one other service to account for it—the merchandising of seed from farmers to crushers.

Variation in Profits.

It is of considerable significance to note the variations from year to year in the percentages of the total consumer's dollar that went to farmers, seed merchants and mills.

The proportions of the total consumer's dollars paid for cottonseed products that went to the producers, seed merchants and mills after deducting transportation and conversion costs, are set forth in the following percentages:

	Producers.	Seed Merchants.	Mills Profit or Loss.
1927-28	83.61	14.50	1.89
1928-29	85.28	14.94	1.12
1929-30	88.89	9.36	1.75

In the following tabulation a comparison is made of the average per ton cost of cottonseed delivered at the mills, after deducting transportation cost, with the average price per ton received by producers at the gins, as reported by the Department of Agriculture, and the remaining amount which apparently went to the seed merchants:

Season of—1927-28. 1928-29. 1929-30.				
Av. total cost seed, delivered mills	\$44.02	\$43.37	\$38.35	
Average trans. cost.....	1.86	1.82	2.27	
Total cost seed, deliv. mill, less trans.	\$42.16	\$41.55	\$36.08	
Av. price rec. by farmers at gin	35.93	35.39	30.47	
Difference rep. as seed merchants' gross spread.....	\$ 6.23	\$ 6.16	\$ 5.61	
P. C. of mill price rec. by farmers	85.2	85.2	80.5	
P. C. of mill price rec. by seed merchants	14.8	14.8	9.5	

As Farmer Got More, Middleman Got Less.

Here, as in the case of the preceding tabulation, we find the farmers' proportion of the price paid at the mill increased last season as compared with the two previous years. Likewise we find the percentage of toll apparently taken by the seed merchants, ginners or other factors between farmer and crusher, decreased substantially last season as compared with the two previous seasons.

The three-year combined value of cottonseed products was \$754,816,005, of which \$499,158,479 or 66.1 per cent went to the farmers; \$76,271,085, or 10.1 per cent, to the seed merchants or those who intervened between the farmers and the mills; \$29,253,269, or 3.9 per cent, to transportation; \$141,307,961, or 18.7 per cent, was required to cover total conversion cost; \$2,299,082, or three-tenths of one per cent, went for federal income tax; and only \$6,526,129, or nine-tenths of one per cent was retained by the mills representing their net profit.

The average per ton profit taken by the mills, the survey shows, was only 44 cents per ton during the three years.

The figures showing the distribution of the consumer's dollar demonstrate the falsity of the charges which have frequently been made that the industry is making large profits by paying the farmers too little for their seed.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fair—Market Steady—Crude Tight—Seed Strong—Lard Easy—Outside Markets Generally Unsettling—Acreage Reduction Appears Certain.

There was a fairly good turnover in cotton oil futures on the New York Produce Exchange the past week. The market advanced moderately as a reflection of continued firmness in crude and seed, strength in cotton, and scattered commission house and local buying and covering. Several of the ring element continued to fight the bulges, and the upturns were kept in check by mixed reports regarding cash oil trade, as well as heaviness in the lard market.

Unsettled conditions in the outside markets generally, with little or no improvement in the weak position of inedible fats, served to keep down speculative absorption of cotton oil to some extent and to create an awaiting attitude in some directions. The fact, however, that there was no pressure of actual oil on the market went a long way towards keeping the market in a stabilized condition.

There were some indications of a more mixed sentiment, some of the local element taking to the constructive side. On the other hand, the upturns ran into increased hedging pressure, and it appeared as though some of the refiners, as well as the packers, had put quite a little oil into the ring on a scale upwards, presumably against crude purchases.

Mill Pressure Light.

Commission house interests continued to switch March to July at 22 and 23 points difference, fearing probable March tenders. Refining interests were doing the reverse, apparently transferring hedges as far away as possible. While there was some fresh commission house buying by interests with southern and western connections, there was selling of a speculative character from supposedly well informed southern quarters. At times, the impression prevailed that some of the packers' selling of July cotton oil might have been against purchases of loose lard in Chicago, as July oil futures ruled at

a slight premium over loose lard at times.

Mill pressure of crude oil was light, partly the result of further strength in the seed markets. Packers and refiners were after crude oil, and in the Southeast and Valley sales were made at 6½¢ with that figure bid. Mills were holding for 6¼¢. In Texas, 6¼¢ was bid, with very little oil coming out. In the Southeast, the seed market was quoted at \$26.00 per ton bid, although in South Carolina the market was said to have advanced \$3.00 per ton to \$28.00 per ton during the week.

In the Valley, reports had it that some of the mills were about through for this season, so that all told there was every indication that the bulk of the pressure of the movement of the crop from first hands has passed. As a result, indications pointed to orderly marketing the balance of the season, and consequently there was little or no disposition to press the future market, although when outside markets became unsettled scattered liquidation materialized in oil. With support less in evi-

dence, the local element were attempting to reach for stop loss orders.

In a general way, southern advices continued to point to a goodly decrease in the new crop acreage. One report placed the probable reduction at 12 per cent, while leading southern interests continued their efforts to bring about a larger cut in the area. There is little question but that acreage reports from this time forward are going to cut more figure in cotton oil. At the same time, the season of the year is rapidly approaching when fertilizer sales in the South will command considerable attention, as the belief is rather general that owing to the present low prices of cotton the grower will attempt to produce the new crop at the smallest costs possible.

Cash Oil Quiet.

Cash oil demand generally was reported quiet. In some refining quarters it was claimed that a fairly good business was passing, while in other cash circles complaints of dullness in trade were heard. The relative cheapness of lard and its effect on cotton oil distribution was discussed freely.

There was further break in tallow at New York, extra selling at 3½¢ f.o.b. This is believed to be a record low. Reports are that about 8,000 bbls. of sun-flower seed oil have been bought to arrive from Black Sea ports. This served to increase bearish sentiment, as sunflower seed oil is said to be a good winter oil, running about 1 per cent acidity and 2 per cent refining loss. This oil was said to have been bought at a level equal to about 6¢ for refined oil duty paid.

COCOANUT OIL—A rather quiet demand and a weaker market featured coconut oil the past week. Increased pressure was in evidence as a result of weakness in tallow, while foreign oil competition was also said to have been a factor. At New York, tanks were quoted at 4½¢, while at the Pacific Coast, tanks were quoted at 4½¢@4¼¢ nominal.

CORN OIL—There was little or no pressure from producers, and with a fair demand this market showed independent steadiness. Prices were quoted at 7¼¢ f.o.b. mills.

SOYA BEAN OIL—The market was

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 29, 1931.—A better feeling prevails in cotton oil. Fairly liberal sales of crude have been made at 6¼¢ a lb. in Oklahoma and Texas and at 6½¢ a lb. elsewhere; bleachable has sold at 6.80¢ in Texas and 7¼¢ at New Orleans, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 29, 1931.—Crude is selling in this section at 6½¢; forty-one per cent protein cottonseed meal, \$25.00@25.50; loose cottonseed hulls, \$9.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 29, 1931.—Prime cotton seed f.o.b. cars north and east Texas, \$25.00; west Texas, \$23.00@25.00; prime cottonseed oil, 6¼¢@6½¢; forty-three per cent meal, \$27.00; hulls, \$10.00; mill run linters, 1½¢@2¼¢.

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quiet and barely steady. Domestic crude at New York was quoted at 6½¢ @ 6½¢; tanks, f.o.b. western mills, 6¢ nominal. China advices stated that Manchurian bean prices are the lowest in history and that further price declines are expected.

PALM OIL—Demand from consumers was limited, and the market was weaker owing to heaviness in tallow and greases. At New York, Nigre casks for shipment were quoted at 4.35¢; Lagos for shipment, 4½¢ @ 4½¢, some business having passed at 4½¢. Sumatra nearby was quoted at 5¼¢ @ 5¼¢; shipment, 5¢.

PALM KERNEL OIL—The market was dull and about steady. Tanks at New York were quoted at 5¼¢ nominal; bulk oil, about 5¢.

OLIVE OIL FOOTS—There was some increase in pressure of supplies, and the market was barely steady, being influenced somewhat by weakness in other soapers' materials. At New York, spot foots were quoted at 6½¢; shipment foots, 6¢.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was moderate, but the market ruled steady. Spot supplies continue light and well held. Southeast and Valley crude were quoted at 6½¢; Texas, 6¼¢ bid.

COTTONSEED OIL—Market transactions at New York:

Friday, January 23, 1931.

	Range		Closing	
	Sales	High	Low	Bid. Asked
Spot				715 a
Jan.				720 a 765
Feb.				725 a 760
Mar.	10	747	747	746 a 749
Apr.				751 a 760
May	9	757	756	757 a 760
June				760 a 771
July	16	771	769	771 a 773
Aug.				775 a 780

Sales, including switches, 35 contracts. Southeast crude 6¼¢ bid.

Saturday, January 24, 1931.

Spot				725 a
Jan.				725 a 765
Feb.				730 a
Mar.	1	751	751	750 a 753
Apr.				755 a 760
May	1	763	763	763 a
June				765 a 775
July	3	775	773	773 a 776
Aug.				778 a 785

Sales, including switches, 5 contracts. Southeast crude 6½¢ sales and bid.

Monday, January 26, 1931.

Spot				720 a
Jan.				720 a
Feb.				735 a 750
Mar.	5	751	748	749 a
Apr.				754 a 775
May	14	760	760	758 a 762
June				760 a 772
July	7	772	771	772 a
Aug.				777 a 782

Sales, including switches, 26 contracts. Southeast crude 6½¢ bid.

Tuesday, January 27, 1931.

Spot				725 a
Jan.				725 a
Feb.				730 a 755
Mar.	15	752	749	750 a 752
Apr.				756 a 762
May	7	762	761	760 a 763
June				763 a 774
July	20	774	772	772 a 774
Aug.				775 a 787

Sales, including switches, 42 contracts. Southeast crude 6½¢ @ 6½¢

Wednesday, January 28, 1931.

Spot				700 a
Feb.	1	745	745	725 a
Mar.	17	749	745	742 a 745
Apr.	1	757	757	748 a 754
May	13	760	756	753 a 756
June				755 a 767
July	12	771	767	766 a 767
Aug.				768 a 775
Sept.	7	782	778	774 a 777

Sales, including switches, 51 contracts. Southeast crude 6½¢ @ 6½¢.

Thursday, January 29, 1931.

Spot				725 a
Feb.				725 a
Mar.		741	739	740 a 742
Apr.				746 a 752
May		752	751	752 a
June				752 a 765
July		765	763	763 a
Aug.				768 a 772
Sept.		774	772	771 a 773

See page 33 for later markets.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Jan. 28, 1931.—The cottonseed meal market took a decline today of 30¢ @ 40¢ per ton. The market was weak at the opening and first sales were made at a decline of 25¢ from yesterday's close. During the early part of the session there were heavy buying orders in March and \$25.50 was freely bid. Toward noon these orders were all filled, after which the market declined another 10¢, March selling at \$25.40 and February at \$25.20. The close was firm at \$25.40 for March with the other months paralleling the action of March.

There is no consuming demand from exporters or fertilizer manufacturers, the only outlet for meal is from mixed feed manufacturers who are suffering

from curtailed business. Deliveries on Jan. contracts to date totaled 2,500 tons. Cotton seed was sharply lower, bids being reduced 75¢ per ton. Offerings were more liberal. February seed was offered at \$29.25. The market was influenced by the price of cottonseed meal and cottonseed oil, both of which were declining. More seed is coming into the market than there has been for some time past.

HEARINGS ON MARGARINE BILL.

Hearings on house bill 15,935, introduced by Representative Brigham of Vermont, authorizing a tax of 10¢ lb. on all colored margarine regardless of how the color is secured, were held by the house committee on agriculture at Washington this week and last. Many representatives of the dairy interests appeared and advocated the passage of the bill. Among those who testified for the margarine industry were Dr. J. S. Abbott and William F. Steele of the Institute of Margarine Manufacturers, and G. G. Grant of Durkee Famous Foods, Inc.

Those who opposed the bill declared that palm oil, the vegetable oil from which yellow margarine is now being manufactured, is a valuable food product, and as at present produced is a useful constituent of margarine for other purposes than imparting color.

They denied that margarine is colored for purposes of fraud, and declared that the public should be permitted to buy any food product free of tax, if properly labeled.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Jan. 29, 1931, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening.		Per lb.
North and Northeast:		
Carlots, 26,000 lbs.		②10
3,500 lbs. and up.		②10½
Less than 3,500 lbs.		②10¼
Southeast:		
3,500 lbs.		② 9½
Less than 3,500 lbs.		②10¼
Southwest:		
Carlots, 26,000 lbs.		② 9½
10,000 lbs. and up.		② 9½
Less than 10,000 lbs.		②10¼
Salad Oil.		
North and Northeast:		
Carlots, 26,000 lbs.		②10
5 bbls. and up.		②10¼
1 to 4 bbls.		②10¼
South:		
Carlots, 26,000 lbs.		② 9½
Less than carlots.		②10

Cooking Oil—White.
¼¢ per lb. less than salad oil.

Cooking Oil—Yellow.
¼¢ per lb. less than salad oil.

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The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were weak the latter part of the week, lard persistently making new lows on hedge pressure liquidation, limited support and moderate cash trade, with hog run liberal and barely steady hog prices. Investment buying continues on scale-down.

Cottonseed Oil.

Cotton oil fairly active and irregular over narrow limits with undertone steady owing to lack of pressure from crude or seed. Commission houses were on both sides. There was scattered realizing on bulges, with some hedge selling, while fresh buying was not inclined to follow up-turns. Southeast Valley crude, 6½c bid; Texas, 6½c bid; cash oil trade slow.

Quotations on cottonseed oil at New York Friday noon were:

Feb., \$7.25 bid; March, \$7.42@7.43; Apr., \$7.47@7.57; May, \$7.53@7.54; June, \$7.55@7.65; July, \$7.63@7.65; Aug., \$7.68@7.75; Sept., \$7.73@7.74.

Tallow.

Tallow, extra, 3½c.

Stearine.

Stearine, oleo, 7½@7½c.

FRIDAY'S GENERAL MARKETS.

New York, Jan. 30, 1931. — Lard, prime western, \$8.85@8.95; middle western, \$8.75@8.85; city, 8½c; refined continent, 9½c; South American, 9½c; Brazil kegs, 10½c; compound, 9½c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Jan. 30, 1931.—General provision market quiet and unchanged; fair demand for A. C. hams, picnics and lard; no demand for square shoulders. Spot prices show a declining tendency. Friday's prices were as follows: Hams, American cut, 80s; hams, long cut, 82s; shoulders, square, 74s; short backs, 71s; bellies, clear, 60s; Cumberlands, 66s; spot lard, 47s.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Jan. 1, to Jan. 28, 1931, totaled 25,029,257 lbs.; tallow, none; greases, 980,000 lbs.; stearine, 36,000 lbs.

CZECH MEAT IMPORT RULES.

Effective December 24, 1930, importers will be required to obtain licenses for hog and goose fat, lard, bacon, and fresh and prepared meat destined for entry into Czechoslovakia. These licenses will be furnished by the ministry of commerce and industry at Prague. No certificates of origin will be necessary. This information is furnished by the Czechoslovakian Legation at Washington, D. C.

In order to facilitate the import of hogs into Czechoslovakia from Poland and Yugoslavia at conventional duty rates, hogs weighing not more than 120 kg. (265 lbs.) per animal will be subject to a conventional duty rate of 120

Czechoslovak crowns (\$3.56) per 100 kg. live weight, beginning December 16, 1930, provided they are shipped from countries with which Czechoslovakia has commercial treaties. The autonomous duty rate of 300 crowns (\$8.89) will now apply to countries not having commercial treaties with Czechoslovakia.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Jan. 24, 1931, with comparisons:

	Week ended Jan. 24.	Prev. week.	Cor. week, 1930.
West. drsd. meats:			
Steers, carcasses..	7,917	6,963	7,603½
Cows, carcasses..	1,221	871	1,133
Bulls, carcasses..	217	174½	180
Veals, carcasses..	9,916	12,080	8,855
Lambs, carcasses..	832	32,293	27,656
Mutton, carcasses..	30,307	2,319	4,292
Beef cuts, lbs....	2,419	313,185	259,518
Pork, lbs.	2,796,194	3,114,514	2,780,975

Local slaughters:

Cattle	8,749	10,334	9,389
Calves	12,163	12,987	14,421
Hogs	49,065	52,140	61,250
Sheep	73,347	73,558	62,159

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended January 24, 1931:

	Week ended Jan. 24.	Prev. week.	Cor. week, 1930.
West. drsd. meats:			
Steers, carcasses	2,259	2,327	2,313
Cows, carcasses	806	1,035	1,134
Bulls, carcasses	314	245	230
Veals, carcasses	1,658	1,995	1,494
Lambs, carcasses	13,475	15,113	11,446
Mutton, carcasses	1,210	929	1,684
Pork, lbs.	653,624	642,420	757,509

Local slaughters:

Cattle	1,498	1,401	1,655
Calves	2,536	2,217	1,698
Sheep	6,165	5,874	17,670
Hogs	17,384	18,742	4,409

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended January 24, 1931, with comparisons:

	Week ended Jan. 24.	Prev. week.	Cor. week, 1930.
West. Drsd. meats:			
Steers, carcasses	2,137	2,477	2,324
Cows, carcasses	1,717	1,590	2,008
Bulls, carcasses	46	30	44
Veals, carcasses	1,244	1,626	1,037
Lambs, carcasses	18,592	20,534	16,638
Mutton, carcasses	797	778	1,045
Pork, lbs.	613,100	696,433	552,323

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Jan. 29, 1931, show exports from that country were as follows: To England, 100,969 quarters; to the Continent, 23,382 quarters.

Exports of the previous week were as follows: To England, 146,861 quarters; to the Continent, 24,861 quarters.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Jan. 24, 1931, amounted to 7,697 metric tons, compared with 7,222 metric tons last week, and 5,228 metric tons the same week a year ago.

HULL OIL MARKETS.

Hull, England, Jan. 28, 1931. — (By Cable)—Refined cottonseed oils, 19s 3d; Egyptian crude cottonseed oil, 17s.

TRADE GLEANINGS

Seelhorst & Weinberg are planning the erection of an abattoir two miles east of Eureka, Tex.

An addition to the plant of the Banfield Brothers Packing Co., Lake Charles, La., is planned.

Schmidt Provision Co., West Toledo, Ohio, has been incorporated with a capital stock of \$100,000.

Hugo Strauss Packing Co., New York City, has increased its capital stock to 1,000 shares of no par value.

Improvements estimated to cost \$25,000 will be made to the plant of the Lima Packing Co., Lima, Ohio.

Pittsburgh Provision & Packing Co., Pittsburgh, Pa., recently purchased 10 new International delivery trucks.

Buildings of the Nacogdoches Oil Mill, Nacogdoches, Tex., destroyed by fire some time ago, have been rebuilt.

East St. Louis Rendering Co., National City, Ill., is planning the erection of a new plant to cost about \$60,000.

Keane-Loffler Co., Bennings, D. C., will build a new two-story brick and steel abattoir building, including coolers.

Hansen Packing Co., Butte, Mont., recently shipped in one order to the U. S. Navy supply depot at San Francisco 75,000 lbs. of beef and 60,000 lbs. of sausage.

A meat-packing plant has been placed in operation near Cairo, O., by Wright's Markets, Inc., Lima, O. The production will be sold through the company's eleven retail markets and at wholesale.

The name of the Hoffman-Rice Casing Co., 608 Law & Finance Building, Pittsburgh, Pa., has been changed to the Pennsylvania Casing Co. The new address of the firm is Herrs Island, Pittsburgh, Pa.

Richter Food Products, 2910 Armistage ave., Chicago, Ill., has been incorporated with a capital stock of \$400,000 preferred and \$600,000 common, to deal in meat products. The incorporators are Bruno Richter, A. William Paulin and Leo W. Hoffman.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products at New York for week ended Jan. 23, 1931, were as follows:

Point of origin.	Commodity.	Amount.
Argentina—Beef extract		4,704 lbs.
Argentina—Oleo stearine		34,167 lbs.
Canada—Pork cuts		300 lbs.
Canada—Sweet pickled hams		18,000 lbs.
Canada—Sausage		2,700 lbs.
France—Prepared pork		605 lbs.
Germany—Ham		2,443 lbs.
Germany—Sausage		3,162 lbs.
Germany—Bouillon cubes		230 lbs.
Germany—Soup rolls		14,344 lbs.
Hungary—Sausage		1,100 lbs.
Italy—Ham		142 lbs.
Italy—Sausage		77 lbs.
Spain—Sausage		675 lbs.
Switzerland—Ham		2,060 lbs.
Uruguay—Oleo stock		445 lbs.

NOV. CANNED MEAT EXPORTS.

Total domestic exports of canned meats for November, 1930, amounted to 1,295,893 lbs., valued at \$430,187, according to the U. S. Department of Commerce. This compares with 1,159,534 lbs., valued at \$416,223 exported in November, 1929. Exports for the eleven months ended November, 1930, were 16,987,447 lbs., valued at \$5,965,468, compared with 16,014,884 lbs., valued at \$5,554,764 in the corresponding period of 1929.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Jan. 29, 1931.

CATTLE—Compared with a week ago: Fed steers and long yearlings steady to 25c higher, kinds grading good and better showing advance. Market very uneven, advancing sharply on light receipts only to sag when runs increased. Shippers most active influence in market, but orders generally narrow and trade mostly a forced affair due to continued sluggishness in beef trade. Shortfed steers predominated, bulk selling at \$8.00@10.75; extreme top in load lots, \$13.25; part load, \$13.50; best heavies, \$11.85; insignificant quota above \$11.75 and quite a few common and medium steers \$6.50 @7.50. She stock uneven; fat cows mostly 25c higher; light heifers steady to 25c lower; bulls, 10 to 15c higher. Vealers about steady during greater part of the week.

HOGS—Compared with week ago: Market mostly 25@35c lower on all classes; unsatisfactory fresh pork trade main bearish factor; local receipts slightly curtailed. Week's top, \$8.25; practical top late, \$8.00; late bulk 140 to 180 lbs., \$7.75@7.90; 190 to 220 lbs., \$7.50@7.85; 230 to 260 lbs., \$7.15@7.40; 270 to 320 lbs., \$6.80@7.10; pigs, mostly \$7.25@7.85; packing sows, \$6.10 @6.50.

SHEEP—Compared with week ago: fat lambs unevenly 25 to 75c higher; choice kinds up most; sheep 25c higher. Seasonal peak prices were reached by all classes. Today's bulks: Good and choice lambs averaging 94 lbs. down, \$9.00@9.40; best, \$9.60, also week's top; heavier weights, \$8.50@9.00; native bucks, \$7.75@8.50; throwouts, \$6.50@7.50; fat ewes, \$4.00@5.00;

best fed yearling wethers sold early in the week, at \$8.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Jan. 29, 1931.

CATTLE—Trade in fed steers and yearlings ruled very uneven throughout week. Most arrivals were short feds, and values were around 25c higher at the opening. Most of this advance was lost on later days. Some weightier kinds held a part of the upturn. Nothing strictly choice offered, and top rested at \$11.00 on good to choice 1,208- to 1,241-lb. fed steers. Best yearlings stopped at \$10.25, while bulk of short feds cashed from \$7.25@9.00. Plain dogies went at \$6.00@6.85. She stock held about steady, and bulls closed steady to weak. Vealers and calves are unchanged, with late top at \$10.00.

HOGS—A weak to lower feeling permeated the hog market most of the time, and final values are unevenly 25 @50c under last Thursday, with offerings scaling above 240 lbs. showing most of the loss. Late top rested at \$7.65 on choice 160- to 180-lb. weights, which is low point of year and lowest since July, 1924. Closing sales of 140- to 230-lb. weights ranged from \$7.40@7.60; 240 to 270 lbs., \$7.00@7.35; 280 to 325 lbs., \$6.65@7.00. Packing grades are 10@15c off at \$6.00@6.50.

SHEEP—Prices of fat lambs have gradually worked toward higher levels throughout the week, and final values are 40@50c over a week ago. Best woolled lambs scored \$9.00, the highest of the season, and clippers ranged up to \$8.75. Most of the woolskins went from \$8.35@8.90. Mature classes are 25@40c higher, with best fat ewes at \$4.65.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Jan. 29, 1931.

CATTLE—Fed steers and yearlings closed week just about on par with closing days of previous week, upturn early in week being lost later. Dull dressed beef market proved a very depressing influence and offset the light receipts. She stock also lost most of early strength, while bulls and vealers closed strong. Choice weighty steers, averaging 1,489 lbs., earned \$11.25, and light steers, 1,164 lbs., \$12.00, the week's top price.

HOGS—Weight of numbers and limited inquiry from shippers proved a depressing factor in hog trade. In a general way, the decline, as compared with last Thursday, was 25@50c, with packing sows and strong weight butchers showing the maximum downturn. Top Thursday was \$7.55, with bulk 210 lbs. and down \$7.35@7.50, 210 to 250 lbs., \$6.90@7.25, 250- to 300-lb. butchers, \$6.70@6.90, big weights, down to \$6.50; packing sows, \$6.00@6.15.

SHEEP—Moderate receipts resulted in stronger trend to fat lamb prices, and values reached highest altitude for winter season, or, 50@60c higher than last Thursday. Matured sheep reflect a 25@50c gain. Bulk of the fed woolled lambs on Thursday sold \$8.50@8.75; extreme top, \$9.10; good and choice ewes, \$3.50@4.50; top, \$4.75.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Jan. 29, 1931.

CATTLE—Narrow demand and slow movement featured current week's trade. Compared with one week ago: Steers, mixed yearlings and heifers, 25@50c lower; other slaughter classes, steady. Bulk of steers brought \$7.00@9.00, with top yearlings scoring \$10.00 and best matured steers \$9.50. Majority of fat mixed yearlings and heifers registered \$7.50@8.50, with top mixed descriptions bringing \$9.50 and best heifers in sizable lots \$8.00. Most medium fleshed heifers made \$5.75@7.00; cows, principally \$4.50@5.50; low cutters, \$2.50@3.25. Top vealers yielded \$11.25 today; best sausage bulls, \$5.00.

HOGS—Swine prices declined to the lowest point since July, 1924, with losses for the Thursday to Thursday period figuring 15@35c. Weighty kinds off most. Top price reached \$8.10 Thursday, with bulk 140 to 240 lbs., \$7.50@8.00; 250 to 325 lbs., \$7.00@7.40; sows, \$6.00@6.25.

SHEEP—Fat lambs advanced 50c@1.00 during the week, while sheep ruled 25c higher; lambs topped Thursday at \$9.50, with bulk \$9.00@9.50. Heavy lambs earned \$7.50@8.50; common throwouts, \$6.50@7.00; fat ewes, \$3.00@4.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Jan. 29, 1931.

CATTLE—Light receipts early brought a quick rally in slaughter steer, yearling and she stock, prices following previous pounding. Supplies expanded

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later, and values settled back to a parity with last week's finish. Desirable heavy bullocks sold up to \$11.65; odd lots of yearlings ranged slightly higher, and most short feds turned at \$7.75 @9.25. Most short fed heifers moved at \$6.75@7.50, and beef cows bulked at \$4.00@5.50. Medium bulls bulked at \$4.00@4.50. The practical vealer top dropped to \$8.50 on a 50c@1.00 break.

HOGS—Under burdensome receipts swine declined 25@50c to reach a new low mark for the season. The practical top dropped to \$7.50. The bulk of 160- to 220-lb. weights sold \$7.15@7.40, and the majority of heavier butchers cashed \$6.50@7.10. Packing sows ruled 10@25c lower, and the late bulk went at \$5.90@6.25, a few making \$6.35.

SHEEP—Fat lambs worked around 65c higher, and the top reached \$9.00. On late rounds most woolled offerings sold at \$8.75@9.00, while some clipped offerings brought \$8.40. Fat ewes scored a 25c advance, and the top reached \$4.60.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Jan. 28, 1931.

CATTLE—Further declines featured the cattle division this week in line with dull market for dressed beef and uneven losses at outside live markets. Steers and yearlings sold off 25c to, in spots, 50c, best matured offerings stopping at \$9.00; yearlings, \$8.75; bulk all fed offerings, \$7.00@8.50. Fat cows continued largely at \$4.00@4.75, butcher heifers on a 25c break dropping to a \$5.00@6.50 bulk, with fed yearlings sparingly at \$7.00@8.00. Low cutters and cutters, \$3.00@3.75; bulls, \$4.00@4.50; vealers, \$9.00@11.50.

HOGS—Hog market ruled very uneven for the week, desirable lights selling 15c lower; medium and heavy butchers, 15@25c or more lower. Sows, steady; pigs declined 25c. Bulk of the 140- to 230-lb. weights sold lately at \$7.25@7.60, with 230- to 250-lb. weights \$7.00@7.25. Weightier hogs cleared down to \$6.75 or below. Sows bulked at \$6.00@6.25, with most pigs at \$7.75.

SHEEP—Fat lamb values ruled mostly 75c higher for the week. Ewes were also on the upward trend. Most recent sales of fed western lambs averaging 86 to 92 lbs. were made at \$8.75, with natives largely at \$8.25@8.50. Fat ewes cashed up to \$4.50, with others down to \$3.00. Mixed fat and feeding lambs brought \$8.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Jan. 29, 1931.

CATTLE—Week's market very unsettled, but closing steady to 25c higher on steers and yearlings; other classes about unchanged. Good fed yearlings at \$10.50 today represented week's top and compared with \$10.85 for feedlot mates two weeks earlier. Bulk of fed steers and yearlings ranged from \$7.00 @9.00; fat heifers, \$6.50@7.75; beef cows, \$4.00@5.15; cutter grades, \$3.00 @3.75; bulls, \$4.00@4.50; top vealers, \$10.00.

HOGS—Prices reached a new season's low, with top at \$7.65 today, and sales generally 25@50c under this time last week. Packers exerted greatest pressure on medium and heavy weights, and some cases showed 60c lower. Prices today ranged as follows: Bulk 210 lbs. down, \$7.50@7.60; 220 to 250 lbs., \$6.95@7.25; 260 to 300 lbs., \$6.75 @6.90; sows, largely \$6.00@6.25.

SHEEP—Lambs are at the peak time of the season or since last August; top, \$9.00, with the bulk of fat lambs \$8.75 @9.00 today. Shorn lamb weight yearlings, \$7.75; two-year-olds, \$6.75; choice 119-lb. ewes, \$4.60.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Jan. 29, 1931.

Although hog receipts at 22 concentration points and 5 packing plants in Iowa and Minnesota were lighter from Thursday to Thursday than for the previous week, prices gradually worked lower. Medium weight and heavy butchers predominated. Weights 200 lbs. down ruled 10@20c lower; heavier butchers, 20@30c off; bulk 170 to 230 lbs., \$7.00@7.30; few low haul light lights, up to \$7.50; most 240 to 280 lbs., \$6.60@6.90; weightier butchers, \$6.30 @6.60.

Receipts of hogs, unloaded daily at these 24 concentration yards and 7 packing plants, for week ended Thursday, Jan. 29, with comparisons:

	This week.	Last week.
Friday, Jan. 23.....	38,500	33,300
Saturday, Jan. 24.....	31,500	28,200
Monday, Jan. 26.....	32,100	88,500
Tuesday, Jan. 27.....	18,300	15,600
Wednesday, Jan. 28.....	26,800	29,500
Thursday, Jan. 29.....	40,000	46,500

Unless otherwise noted, price quotations are based on transactions covering truck hog deliveries and hogs received by rail that have access to feed and water before weighing.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended January 22, 1931, with comparisons, as reported by the Dominion Live Stock Branch:

BUTCHER STEERS.

	Up to 1,060 lbs.	Week ended Jan. 22.	Prev. week.	Same week, 1930.
Toronto	\$ 8.00	\$ 7.75	\$10.50	
Montreal	7.85	7.75	10.00	
Winnipeg	7.25	7.25	10.50	
Calgary	6.75	6.75	10.00	
Edmonton	6.25	6.50	9.50	
Prince Albert	5.75	5.00	8.25	
Moose Jaw	6.25	6.25	9.50	
Saskatoon	5.25	5.50	8.50	

VEAL CALVES.

	Up to 1,060 lbs.	Week ended Jan. 22.	Prev. week.	Same week, 1930.
Toronto	\$12.00	\$11.50	\$17.00	
Montreal	13.50	13.50	16.00	
Winnipeg	12.00	12.00	16.00	
Calgary	8.00	7.75	11.00	
Edmonton	10.00	10.00	13.00	
Prince Albert	7.00	7.00	8.00	
Moose Jaw	9.00	9.00	12.00	
Saskatoon	8.00	7.50	12.00	

SELECT BACON HOGS.

	Up to 1,060 lbs.	Week ended Jan. 22.	Prev. week.	Same week, 1930.
Toronto	\$11.00	\$11.00	\$14.25	
Montreal	10.85	11.85	13.75	
Winnipeg	9.00	10.00	12.75	
Calgary	9.30	9.25	12.35	
Edmonton	9.35	9.50	12.35	
Prince Albert	9.30	9.50	12.55	
Moose Jaw	8.95	8.95	12.75	
Saskatoon	8.70	9.45	12.65	

GOOD LAMBS.

	Up to 1,060 lbs.	Week ended Jan. 22.	Prev. week.	Same week, 1930.
Toronto	\$ 9.50	\$10.25	\$14.00	
Montreal	8.25	8.25	11.00	
Winnipeg	8.00	8.50	12.25	
Calgary	7.50	7.50	11.00	
Edmonton	7.50	7.50	11.50	
Prince Albert	6.50	6.50	10.50	
Moose Jaw	7.25	7.25	10.50	
Saskatoon	6.50	7.00	10.50	

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Jan. 23, 1931, were as follows:

	Week ended Jan. 23.	Prev. week.	Cur. week, 1930.
Chicago	232,065	231,013	186,037
Kansas City, Kan.	72,990	76,093	60,734
Omaha	89,936	85,797	78,676
*East St. Louis	76,010	71,245	58,349
St. Louis	62,738	56,968	53,794
St. Paul	75,622	74,943	63,151
St. Joseph	27,414	24,314	25,134
Indianapolis	38,641	40,685	39,362
New York and J. C.	29,728	31,673	41,596
Total	705,134	693,031	620,833

*Includes St. Louis, Mo.

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended January 24, 1931, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,649	6,984	5,109	32,381
Central Union	2,314	1,004	1,004	21,188
New York	484	2,824	16,703	11,012
Total	7,447	10,812	21,812	64,581
Previous week	8,423	12,068	21,498	61,571
Two weeks ago	6,968	12,580	20,709	57,944

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, January 24, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.			
Cattle.	Hogs.	Sheep.	
Armour and Co.	4,187	6,235	13,748
Swift & Co.	4,439	5,856	17,732
Wilson & Co.	4,721	7,125	8,206
Morris & Co.	1,557	3,495	4,121
Anglo-Amer. Prov. Co.	1,654	2,879	.....
G. H. Hammond Co.	1,300	2,920	.....
Libby, McNeill & Libby.	468	.....	.....
Brennan Packing Co., 7,039 hogs; Independent Packing Co., 2,407 hogs; Boyd, Lanham & Co., 2,834 hogs; Hygrade Food Products Corp., 5,064 hogs; Agar Packing Co., 6,250 hogs; others, 42,860 hogs.			
Total: Cattle, 18,386; calves, 4,582; hogs, 95,071; sheep, 43,807.			

KANSAS CITY.			
Cattle.	Hogs.	Sheep.	
Armour and Co.	2,688	4,995	6,952
Cudahy Pkg. Co.	3,650	3,952	6,715
Fowler Straub Co.	319	2,477	.....
Morris & Co.	2,411	2,477	4,947
Swift & Co.	3,780	13,471	7,701
Wilson & Co.	3,308	4,858	5,540
Others 1,040	529	30	
Total 16,576	30,282	31,885	

OMAHA.			
Cattle and Calves.	Hogs.	Sheep.	
Armour and Co.	3,910	37,365	15,272
Cudahy Pkg. Co.	4,356	24,756	9,444
Dold Pkg. Co.	830	10,183	.....
Morris & Co.	1,428	5	5,645
Swift & Co.	3,942	19,700	14,822
Eagle Pkg. Co.	13	.....	.....
Geo. Hoffman & Co.	66	.....	.....
Mayerowich Pkg. Co.	15	.....	.....
Omaha Pkg. Co.	80	.....	.....
So. Omaha Pkg. Co.	25	.....	.....
Lincoln Pkg. Co.	150	.....	.....
Morrell Pkg. Co.	64	.....	.....
Nagle Pkg. Co.	104	.....	.....
Sinclair Pkg. Co.	324	.....	.....
Wilson & Co.	155	.....	.....
Others 26,337	.....	.....
Total 15,822	118,346	45,183	

ST. LOUIS.			
Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,367	605	2,479
Swift & Co.	2,114	1,432	7,780
Morris & Co.	790	236	603
East Side Pkg. Co.	1,542	.....	3,942
American Pkg. Co.	239	38	2,000
Hell Pkg. Co.	65	44	504
Krey Pkg. Co.	65	44	2,017
Sieffelt Pkg. Co. ....	.....	44	1,465
Shippers 5,007	3,491	40,867	2,254
Others 4,492	685	21,715	1,008
Total 15,416	6,681	82,729	7,737
Not including 1,858 cattle, 1,227 calves, 58,416 hogs and 456 sheep bought direct.			

ST. JOSEPH.			
Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,439	529	13,254
Armour and Co.	1,523	276	3,748
Morris & Co.	935	263	8,331
Others 2,506	68	7,940	3,541
Total 7,402	1,136	33,273	28,676

SIOUX CITY.			
Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,952	190	26,304
Armour and Co.	2,797	180	25,902
Swift & Co.	1,842	172	12,880
Smith Bros. ....	.....	109	.....
Shippers 2,362	74	18,488	3,683
Others 224	29	17	.....
Total 10,177	625	83,700	24,830

OKLAHOMA CITY.

Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,034	398	2,568
Wilson & Co.	1,290	650	2,544
Others 83	31	547	.....
Total 2,407	1,079	5,659	910
Not including 67 cattle, 1,198 hogs and 57 sheep bought direct.			

WICHITA.			
Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	774	428	3,412
Jacob Dold Co.	505	10	2,339
Wichita D. B. Co.	10	.....	.....
Dunn Ostertag	108	.....	.....
Keefe-Le Sturgeon.	15	.....	.....
Fred W. Dold.	90	.....	436
Total 1,502	438	6,187	1,949
Not including 6,263 hogs bought direct.			

DENVER.			
Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	334	122	6,650
Armour and Co.	74	2,992	1,203
Blaney-Murphy	245	49	2,755
Others 974	56	1,563	1,186
Total 2,208	301	13,960	5,077

ST. PAUL.			
Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,545	5,051	21,978
Cudahy Pkg. Co.	409	701	388
Swift & Co.	3,206	7,478	33,434
United Pkg. Co.	1,646	39	1
Others 962	16	17,150	1,680
Total 8,828	13,285	72,562	23,440

MILWAUKEE.			
Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,501	6,342	8,938
U. D. B. Co., N. Y.	33	.....	.....
The Layton Co. ....	.....	645	.....
R. Gunz & Co.	109	126	57
Armour & Co., Mil.	521	3,156	.....
Armour & Co., Chl.	67	.....	.....
N.Y.B.D.M.Co., N.Y.	38	.....	.....
Shippers 148	23	74	3
Others 285	246	162	301
Total 2,702	9,767	9,945	1,412

INDIANAPOLIS.			
Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	590	336	13,681
Armour and Co.	265	79	1,924
Indianapolis Abt. Co.	1,194	74	1,861
Hilgemeler Bros.	5	.....	1,340
Brown Bros.	79	10	162
Schussler Pkg. Co.	19	.....	262
Riverview Pkg. Co.	10	.....	89
Moler Pkg. Co.	139	11	268
Indiana Prov. Co.	24	18	233
Maass Hartman Co.	16	8	.....
Art Wabnitz	4	33	.....
Hoosier Abt. Co.	17	.....	72
Shippers 701	1,008	12,889	5,506
Others 436	79	413	28
Total 3,799	2,456	33,083	8,866

CINCINNATI.			
Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's & Sons.	6	.....	197
John Hilberg & Son	93	.....	52
Gus. Juengling	42	115	68
E. Kahn's Sons Co.	1,150	291	6,280
Kroger G. & B. Co.	68	54	679
Lohrey Pkg. Co.	2	.....	315
Wm. G. Rehn's Sons	148	54	.....
A. Sander Pkg. Co.	5	.....	767
J. Schlachter's Sons	242	176	155
J. F. Schroth Co.	13	.....	2,145
John F. Stegner	240	140	33
J. Vogel & Son.	9	3	362
Ideal Pkg. Co.	493	218	2,752
Shippers 367	506	2,380	252
Others 493	218	2,752	252
Total 2,872	1,563	16,173	2,116
Not including 670 cattle, 6,560 hogs and 1,585 sheep bought direct.			

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended January 24, 1931, with comparisons:

CATTLE.			
Week ended Jan. 24.	Prev. week.	Cor. week, 1931.	
Chicago 18,386	18,337	18,410	
Kansas City 16,576	17,047	14,374	
Omaha (incl. calves) 15,522	19,134	18,567	
St. Louis 17,274	17,540	9,814	
St. Joseph 7,402	7,840	7,743	
Sioux City 10,177	10,008	9,762	
Oklahoma City 2,474	2,441	2,081	
Wichita 1,502	1,579	.....
Denver 2,208	3,396	2,170	
St. Paul 8,828	9,172	8,875	
Milwaukee 2,702	3,732	2,940	
Indianapolis 3,799	4,948	5,955	
Cincinnati 3,542	3,961	2,968	
Total 110,392	123,425	103,765	

HOGS.			
Week ended Jan. 24.	Prev. week.	Cor. week, 1931.	
Chicago 95,071	80,365	94,168	
Kansas City 39,282	29,954	33,200	
Omaha 118,346	107,687	122,222	
St. Louis 141,145	142,191	30,321	
St. Joseph 33,273	36,968	42,567	
Sioux City 83,700	79,904	61,633	
Oklahoma City 6,837	6,288	3,580	
Wichita 12,450	10,068	.....
Denver 13,960	9,881	15,546	
St. Paul 72,562	73,533	85,829	
Milwaukee 9,945	8,234	11,021	
Indianapolis 33,083	35,863	39,107	
Cincinnati 22,733	27,595	17,175	
Total 673,407	657,331	584,938	

SHEEP.			
Week ended Jan. 24.	Prev. week.	Cor. week, 1931.	
Chicago 43,807	45,399	45,768	
Kansas City 31,863	29,418	28,465	
Omaha 45,183	35,454	33,003	
St. Louis 8,193	6,334	7,865	
St. Joseph 28,076	25,542	30,428	
Sioux City 24,830	16,042	21,641	
Oklahoma City 967	911	397	
Wichita 1,947	1,377	.....
Denver 5,077	6,913	11,762	
St. Paul 23,440	25,368	11,794	
Milwaukee 1,412	1,212	958	
Indianapolis 6,896	5,729	2,954	
Cincinnati 3,148	3,518	1,160	
Total 225,431	203,217	198,235	

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Jan. 24, 1931, were as follows:

At 20 markets:		Cattle.	Hogs.	Sheep.
Week ended Jan. 24.....	203,000	849,000	347,000	
Previous week	213,000	851,000	337,000	
1930	214,000	893,000	331,000	
1929	188,000	813,000	309,000	
1928	217,000	952,000	286,000	
1927	241,000	723,000	274,000	
Hogs at 11 markets:				
Week ended Jan. 24.....			762,000	
Previous week			738,000	
1930			812,000	
1929			717,000	
1928			850,000	
1927			944,000	
At 7 markets:		Cattle.	Hogs.	Sheep.
Week ended Jan. 24.....	145,000	706,000	278,000	
Previous week	162,000	706,000	255,000	
1930	147,000	735,000	228,000	
1929	144,000	617,000	228,000	
1928	160,000	729,000	213,000	
1927	188,000	561,000	212,000	

Watch the Wanted page for bargains in equipment.

FELIX GEHRMANN

Long Distance Phone
YARDS 0037
Private Wires to Clearing
House Floor and
Hog Alley

Commission Buyer of Live Stock
Room 606—Exchange Bldg., Union Stock Yards
Chicago, Illinois

Information furnished
regarding trading in
contracts for future
delivery, upon request

J. W. MURPHY CO.

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HOGS ONLY

Utility and Cross Cyphers

Reference any Omaha Bank

Union Stock Yards

Omaha, Nebr.

Do you buy your Livestock
through Recognized Purchasing Agents?

CHICAGO LIVESTOCK

SUPPLIES FOR CHICAGO PACKERS.

SLAUGHTER REPORTS

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended January 24, 1931, with comparisons:

				—January—											
				1931.				1930.				1929.			
				Previous week				254,463				236			
				1930				248,263				228			
				1929				246,227				228			
				1928				275,967				231			
				1927				178,039				236			
				1926				184,776				245			
				Av. 1926-1930				226,600				234			
								\$11.00				\$10.35			
				*Receipts and average weights estimated.											
				CHICAGO HOG SLAUGHTERS.											
				Hogs slaughtered at Chicago under federal inspection for week ended Jan. 23, 1931, with comparisons:											
				Week ended Jan. 23.				232,065				232,065			
				Previous week				231,013				231,013			
				Year ago				186,037				186,037			
				1929				190,860				190,860			
				CHICAGO HOG SUPPLIES.											
				New York & Jersey City.				8,749				10,334			
				Oklahoma City				3,553				3,585			
				Cincinnati				2,740				2,736			
				Denver				1,104				2,691			
				Total				100,501				115,722			
												106,627			
				HOGS.											
				Chicago				95,071				80,365			
				Kansas City				30,282				29,954			
				Omaha				84,741				80,408			
				St. Louis				41,902				45,921			
				St. Joseph				25,328				28,686			
				Sioux City				62,609				55,910			
				Wichita				6,187				5,734			
				Fort Worth				5,254				5,640			
				Philadelphia				17,584				18,742			
				Indianapolis				37,491				35,552			
				New York & Jersey City				48,065				52,140			
				Oklahoma City				6,857				6,288			
				Cincinnati				16,303				19,930			

WEEKLY AVERAGE PRICE OF LIVE STOCK.					CATTLE.				HOGS.				SHEEP.			
					Cattle.	Hogs.	Sheep.	Lambs.	Cattle.	Hogs.	Sheep.	Lambs.	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Jan. 24.	9.35	\$ 7.70	\$ 3.60	\$ 8.40	9.35	7.70	3.60	8.40	9.35	7.70	3.60	8.40	9.35	7.70	3.60	8.40
Previous week.	9.60	7.70	3.25	7.75	9.60	7.70	3.25	7.75	9.60	7.70	3.25	7.75	9.60	7.70	3.25	7.75
1930	12.35	10.00	5.85	13.05	12.35	10.00	5.85	13.05	12.35	10.00	5.85	13.05	12.35	10.00	5.85	13.05
1929	12.00	9.40	8.50	16.80	12.00	9.40	8.50	16.80	12.00	9.40	8.50	16.80	12.00	9.40	8.50	16.80
1928	13.50	8.20	6.75	13.50	13.50	8.20	6.75	13.50	13.50	8.20	6.75	13.50	13.50	8.20	6.75	13.50
1927	10.40	12.20	6.00	12.75	10.40	12.20	6.00	12.75	10.40	12.20	6.00	12.75	10.40	12.20	6.00	12.75
1926	9.50	12.05	8.35	14.95	9.50	12.05	8.35	14.95	9.50	12.05	8.35	14.95	9.50	12.05	8.35	14.95
Av. 1926-1930.	\$11.00	\$10.35	\$ 7.25	\$14.15	\$11.00	\$10.35	\$ 7.25	\$14.15	\$11.00	\$10.35	\$ 7.25	\$14.15	\$11.00	\$10.35	\$ 7.25	\$14.15

LIVESTOCK PRICES AT LEADING MARKETS.					Hogs (Soft or oily hogs and roasting pigs excluded):				
					Lt. wt. (140-180 lbs.)	gd.-ch.	8.00	7.85	8.10
Lt. wt. (140-180 lbs.)	gd.-ch.	8.00	7.85	8.10	7.50	7.30	7.50	7.40	7.65
Lt. wt. (180-200 lbs.)	gd.-ch.	7.50	7.30	7.50	7.40	7.25	7.50	7.35	7.65
Med. wt. (200-220 lbs.)	gd.-ch.	7.50	7.30	7.50	7.40	7.25	7.50	7.35	7.65
Med. wt. (220-250 lbs.)	gd.-ch.	7.50	7.30	7.50	7.40	7.25	7.50	7.35	7.65
Hvy. wt. (250-300 lbs.)	gd.-ch.	6.90	7.25	7.15	6.80	6.90	6.80	6.80	7.30
Hvy. wt. (300-350 lbs.)	gd.-ch.	6.75	7.00	6.90	6.75	6.60	6.80	6.60	7.00
Pkg. sows (275-500 lbs.)	med.-ch.	6.00	6.50	6.00	6.40	5.75	6.15	5.75	6.25
Str. pigs (100-130 lbs.)	gd.-ch.	7.25	8.00	6.75	7.75	7.25	7.65	7.25	7.65
Av. cost & wt. Thurs. (pigs excl.)		7.38-245 lbs.	7.61-220 lbs.	7.04-249 lbs.	7.24-239 lbs.				

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RECEIPTS AT CENTERS

SATURDAY, JANUARY 24, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	300	20,000	3,000
Kansas City	300	1,000	.....
Omaha	200	5,000	850
St. Louis	350	7,000	800
St. Joseph	100	3,500	1,000
Sioux City	200	4,500	1,500
St. Paul	100	1,000	3,000
Oklahoma City	100	700	100
Fort Worth	300	700	1,200
Milwaukee	100	100	100
Denver	100	1,300	500
Louisville	200	100	100
Wichita	200	1,100	100
Indianapolis	100	2,000	100
Pittsburgh	400	1,500	500
Cincinnati	200	700	300
Buffalo	.....	800	300
Cleveland	300	200	100
Nashville	200	200	300

MONDAY, JANUARY 26, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	70,000	14,000
Kansas City	13,000	9,000	9,000
Omaha	6,500	19,000	19,000
St. Louis	4,000	15,500	800
St. Joseph	1,700	6,000	4,000
Sioux City	400	12,500	9,000
St. Paul	3,800	12,000	8,200
Oklahoma City	700	1,200	300
Fort Worth	3,800	1,500	1,400
Milwaukee	400	1,200	100
Denver	4,000	2,000	2,000
Louisville	400	500	200
Wichita	2,800	2,400	200
Indianapolis	300	4,000	300
Pittsburgh	700	3,500	2,300
Cincinnati	1,000	2,800	300
Buffalo	700	6,800	6,800
Cleveland	600	3,500	2,700
Nashville	200	300	200

TUESDAY, JANUARY 27, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	32,000	16,000
Kansas City	6,800	7,000	7,000
Omaha	6,500	24,000	11,000
St. Louis	3,500	14,000	1,000
St. Joseph	1,800	6,500	3,000
Sioux City	2,500	20,500	8,000
St. Paul	1,700	12,000	3,000
Oklahoma City	.....	1,000	800
Fort Worth	2,000	1,000	800
Milwaukee	600	1,600	200
Denver	200	3,300	2,100
Louisville	.....	300	100
Wichita	600	1,800	200
Indianapolis	1,000	7,000	3,900
Pittsburgh	.....	800	300
Cincinnati	300	2,000	300
Buffalo	.....	1,400	200
Cleveland	200	800	700
Nashville	200	200	.....

WEDNESDAY, JANUARY 28, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	28,000	11,000
Kansas City	5,500	7,000	5,000
Omaha	5,000	21,000	11,000
St. Louis	1,000	13,000	1,000
St. Joseph	1,000	8,500	1,500
Sioux City	3,000	15,500	6,000
St. Paul	2,800	19,000	3,500
Oklahoma City	600	1,200	800
Fort Worth	1,800	500	500
Milwaukee	500	1,800	100
Denver	200	3,500	5,100
Louisville	100	300	100
Wichita	400	1,800	200
Indianapolis	800	5,000	700
Pittsburgh	.....	1,800	500
Cincinnati	800	2,500	100
Buffalo	300	4,000	1,300
Cleveland	600	3,200	2,700
Nashville	.....	400	100

THURSDAY, JANUARY 29, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	42,000	10,000
Kansas City	2,500	5,000	6,000
Omaha	3,000	18,000	11,000
St. Louis	2,000	12,500	1,800
St. Joseph	1,000	5,000	7,500
Sioux City	1,500	15,500	5,000
St. Paul	2,000	12,000	2,700
Oklahoma City	600	1,000	300
Fort Worth	1,400	700	900
Milwaukee	800	2,000	300
Denver	300	3,500	5,800
Louisville	400	300	200
Wichita	300	2,000	300
Indianapolis	1,000	4,000	800
Pittsburgh	.....	1,000	1,000
Cincinnati	800	2,200	200
Buffalo	800	500	500
Cleveland	400	1,200	2,500
Nashville	100	100	500

FRIDAY, JANUARY 30, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	30,000	12,000
Kansas City	200	5,000	5,000
Omaha	800	12,000	7,500
St. Louis	800	10,000	2,000
St. Joseph	800	3,000	4,000
Sioux City	700	12,000	10,000

St. Paul	1,500	13,000	3,500
Oklahoma City	600	1,000	200
Fort Worth	500	500	100
Milwaukee	200	500	100
Denver	300	600	2,800
Wichita	200	1,400	200
Indianapolis	400	5,000	1,800
Pittsburgh	100	1,800	1,000
Cincinnati	300	1,800	100
Buffalo	100	1,400	1,800
Cleveland	200	1,000	800

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in October, 1930, based on reports from packers representing nearly 75 per cent of the total federal inspected slaughter, as reported by the U. S. Department of Agriculture, with comparisons:

	Cattle				Hogs				Sheep and lambs						
	Steers		Cows and heifers		Bulls and stags		Barrows		Sows		Stags and boars		Lambs and yearlings		Sheep
1929	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan.	47.54	49.44	3.02	52.48	47.15				37	92.50	7.41				
Feb.	49.01	48.06	2.93	53.08	46.53				39	93.12	6.88				
Mar.	50.95	45.06	3.39	51.41	48.04				55	94.15	5.85				
Apr.	54.79	41.44	3.77	49.37	48.75				81	81.56	8.44				
May	53.75	41.21	5.04	48.51	50.70				79	87.12	12.89				
June	52.04	42.45	5.51	46.00	52.72				68	89.04	10.96				
July	52.05	42.98	4.97	38.79	60.57				84	89.75	8.04				
Aug.	50.34	45.59	4.07	39.30	60.12				58	91.39	8.61				
Sept.	48.59	47.77	3.64	42.02	57.48				50	91.44	8.56				
Oct.	42.87	53.52	3.61	45.81	53.65				54	91.21	8.79				
Nov.	39.64	56.69	3.67	47.90	51.54				56	89.68	10.32				
Dec.	44.55	51.01	4.44	49.77	49.75				48	91.65	8.35				

RECORD LIVESTOCK TRUCKING.

A record was made in trucked-in livestock at the Milwaukee Stock Yards in 1930, when the equivalent of 615 carloads of livestock was received by motor truck. These included 118,241 hogs, 54,664 cattle, 20,460 calves, 21,408 sheep.

Total receipts for the year were 575,171 hogs, 150,793 cattle, 486,518 calves and 92,187 sheep. The average weight of the hogs received during the year was 221 lbs., the heaviest in four years; cattle 999 lbs., heavier than in either 1929 or 1928; calves 117 lbs., the heaviest average weight in the past eight years; and sheep 80 lbs. These data are included in the twenty-fifth annual report of the Milwaukee Stock Yards Co. for the year ended December 31, 1930.

BUFFALO HIDES DUTY FREE.

Buffalo hides originating in India, China, Dutch Indies, Malay States, or other southern Asiatic countries should be classified as hides and skins of the India water buffalo, conditionally free of duty, if imported to be used in the manufacture of raw hide articles, the Collector of Customs of the Port of New York was notified recently in a letter from the Treasury Department.

The department held that from the investigation made by the New York collector, the term "India water buffalo" does not refer merely to water buffalo from India, but that it is applied throughout the trade to water buffalo from all of the Southern Asiatic countries.

THE WEEK IN HOG FUTURES.

Transactions in the hog futures market are reported by the Chicago Live-stock Exchange for the week ended Jan. 30, 1931, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Jan. 30, 1931.	Since March 1, 1930.
Pounds sold	33,000	18,826,900
Hogs sold	140	81,170
Contracts sold	.....	1,140
Hogs delivered	247	16,303
Pounds delivered	46,250	3,834,400
Av. wt. hogs delivered	.....	227

Active quotations on future contracts for the week ended Jan. 29, 1931:

	Light.*	Med.	Heavy.	Un-even.
Jan.	\$ 8.10	.....	.....	.....
Mar.	9.15	\$ 8.10	.....	.....
Apr.	.....	8.60	.....	.....

JANUARY 24-28, 1931.

No transactions.

THURSDAY, JANUARY 29, 1931.

Mar.	\$ 8.25
Mar.	\$ 8.75

FRIDAY, JANUARY 30, 1931.

Mar.	\$ 8.75
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*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Un-even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

GERMAN HOG SLAUGHTERS.

German hog slaughter at 36 principal points during December totaled 452,000 head, the largest for any single month since January, 1929. This compares with 384,000 head slaughtered in November, 1930, and 382,000 head in December, 1929.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended January 24, 1931, were 3,683,000 lbs.; previous week, 3,916,000 lbs.; same week last year, 4,699,000 lbs.; from Jan. 1 to 24, 8,840,000 lbs.; same period year ago, 16,820,000 lbs.

Shipments of hides from Chicago for the week ended January 24, 1931, were 2,778,000 lbs.; previous week, 2,654,000 lbs.; same week last year, 4,850,000 lbs.; from January 1 to January 24 this year, 8,840,000 lbs.; same period a year ago, 16,820,000 lbs.

DEC. SHEEPSKIN STOCKS.

Stocks of sheep, lamb and cabretta skins for December, 1930:

	RAW STOCKS AT END OF MONTH.	Dec. 1 1930.	Nov. 1 1930.	Dec. 1 1929.
Sheep and lamb	8,335,720	8,644,240	5,050,031	.....
Cabretta	1,356,362	1,388,071	744,383	.....
IN PROCESS END OF MONTH.	.....	.....	.....	.....
Sheep and lamb	4,972,383	4,845,449	4,505,279	.....
Cabretta	473,444	519,586	448,530	.....
PRODUCTION DURING MONTH.	.....	.....	.....	.....
Sheep and lamb	2,293,473	2,283,615	2,782,070	.....
Cabretta	241,177	223,259	281,073	.....

*Preliminary. *Revised.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Jan. 24, 1931:

	Week ended Jan. 24, 1931.	New York.	Boston.	Phila.
Jan. 24, 1931	11,342	.....	12,396	.....
Jan. 17, 1931	11,970	4,571	5,374	.....
Jan. 10, 1931	17,626	.....	10,108	.....
To date, 1931	43,572	4,571	33,165	.....
To date, 1930	86,621	11,952	4,601	.....

Hide and Skin Markets

Chicago.

PACKER HIDES—After a dull opening, and the sale of a couple cars light native cows at steady price early by one packer, the packer hide market developed further weakness late in the period, native and branded steers moving at a full cent decline, while light native and branded cows sold down a half-cent. Trading so far has been confined to two packers, with a total of about 32,000 hides involved. Bids at these levels had been in the market all week but the small movement appeared to satisfy the immediate demand, and buyers followed their usual custom of reducing bids immediately. Bids at one-half cent further decline reported late this week for native steers, with other descriptions quiet.

The extent of the long decline in the hide market has been somewhat puzzling to sellers and buyers alike. The fresh break in materials suitable for sole leather has helped to undermine confidence in that market, with the result that the lower prices paid for raw hides have been of no value to tanners in general. With present conditions in the leather market, it is evident that some upturn in raw hides will be necessary to re-establish confidence.

Spread native steers sold in a small way last week in the East at 10c; quoted nominally around this figure. Native steers were sold by couple packers at 8½c for mostly December take-off; some Januarys offered at 8½c and unsold. One packer sold extreme native steers at 7½c, or half-cent decline.

Butt branded steers sold at 8½c, and Colorados at 8c. Texas steers not involved in the movement so far but could hardly be quoted over 8½c, nom., for heavy Texas steers, 7½@8c for light Texas steers, and 6½c for extreme light Texas steers.

Heavy native cows moved last week at 7c, about cleaning up this description; bids of 6½c were reported late this week and rumor persists that a few were moved at 6½c, although confirmation lacking. One packer sold about three cars January-February light native cows early in the week at 7½c, steady; later, one packer included light native cows at 7c in combination with other descriptions, and also sold branded cows at 6½c or ½c decline.

Two packers sold 1,800 December-January native bulls at 5c; branded bulls quoted 4½c, nom., although sales were made at 5c for northern previous week.

South American market broke early in the week to \$35.50 gold for Argentine steers, equal to 12½c, c.i.f. New York, as against \$37.25 to 12½c paid last week. Later sales were reported at \$35.00, equal to 11½@12c c.i.f. New York.

SMALL PACKER HIDES—Local small packers were sold up earlier to end of January and last trading prices are no longer a market criterion. Market on all-weights quoted nominally around 7c for natives and 6½c for branded. Most local small packer January hides were moved on big packer grading at full packer prices at the moment.

Country hides are very slow and, until some trading takes place, the actual effect of the break in the packer

market will hardly be known. Lower prices are talked but offerings are rather scarce at these levels, as dealers have to buy hides at interior points around 3c in order to sell at these levels. All-weights generally quoted 5½c, selected, delivered, Chicago. Heavy steers and cows around 5c, nom. Buff weights sold at 6c early in the week, which is considered top. Extremes sold at 7c early and looked upon as 7c full top for good 25/45 lb. Bulls recently sold at 4c, flat, for No. 1's and No. 2's. All-weight branded around 4½c, flat, less Chicago freight.

CALFSKINS—Packer January calfskins are offered at 16@17c, according to location, etc., with market quoted nominally 15½@16c; last reported trading was understood to have been at 15c for northern.

Couple cars Chicago city calf, straight 8/15 lb. weights, were reported early at 14½c; quoted 14@14½c, some looking upon inside price as top. Some good mixed outside cities sold at 12c. Straight countries quoted 8½@9c.

KIPSKINS—One packer sold a few January northern native kips at 12½c, or half-cent down from last previous sale. December over-weights last sold at 11c.

Car of Chicago city kips sold early at 11½c; now talking as low as 11c. Mixed cities and countries 8½@9c, nom.; straight countries about 7@8c.

Last sales of packer regular slunks were at 90c, and a bid of 85c reported for January slunks, hairless 30@35c, nom.

HOESHIDES—While supplies are light, demand is practically at a standstill. Good city renderer hides sold recently at \$3.00; outside city lots quoted \$2.60@2.70; good mixed lots priced \$2.35@2.50, and countries around \$2.00 asked.

SHEEPSKINS—Dry pelts quoted 6@7c paid recently for full wools, short wools at half-price. One big packer sold a car of sheared lambs at 45c for No. 1's, good quality stock; No. 1's usually quoted 40@45c, No. 2's, 25c. Pickled skins continue dull, some packers quoting nominal market \$1.75@2.00 per doz. straight run of packer lamb at Chicago, top price paid recently, although some asking higher. New York market quoted around \$2.25 per doz. straight run. Lamb pelts sold at 67½c, as against 65c paid for early January pelts with small ones at 40c, f.o.b. outside points.

PIGSKINS—No. 1 pigskin strips offered at 2½c per lb.

New York.

PACKER HIDES—Market sharply lower, in line with western market. One packer reported to have sold January kosher native steers at 8½c, after declining this price earlier. Two packers moved January branded hides, at 8½c for butt brands and 8c for Colorados. A few spread native steers sold previous week at 10c, and December-January bulls at 5c.

COUNTRY HIDES—Market continues dull and slow. Buff weights considered 6c top, and extremes around 7c top; offerings light at these levels.

CALFSKINS—Market more active; several cars 7-9's sold latter part of week at \$1.60 for collectors' skins, or

5c lower. Some confidential trading reported on other descriptions but details as to prices and quantities withheld. Last known trading in 5-7's was at \$1.30@1.35, and 9-12's at \$2.25@2.35.

New York Hide Exchange Futures.

Saturday, January 24, 1931—Close: Feb. 7.90n; Mar. 8.15n; Apr. 8.55n; May 9.15 sale; June 9.30n; July 9.60n; Aug. 9.90n; Sept. 10.20 sale; Oct. 10.40n; Nov. 10.70n; Dec. 11.10@11.20. Sales 14 lots.

Monday, January 26, 1931—Close: Feb. 8.15n; Mar. 8.40n; Apr. 8.80n; May 9.43@9.45; June 9.55n; July 9.85n; Aug. 10.15n; Sept. 10.45 sale; Oct. 10.65n; Nov. 10.95n; Dec. 11.37@11.45. Sales 39 lots.

Tuesday, January 27, 1931—Close: Feb. 8.00n; Mar. 8.40n; Apr. 8.80n; May 9.25 sale; June 9.50n; July 9.75n; Aug. 10.00n; Sept. 10.33@10.35; Oct. 10.65n; Nov. 11.00n; Dec. 11.30 sale. Sales 45 lots.

Wednesday, January 28, 1931—Close: Feb. 7.80n; Mar. 8.20n; Apr. 8.60n; May 9.03@9.08; June 9.30n; July 9.55n; Aug. 9.80n; Sept. 10.11 sale; Oct. 10.45n; Nov. 10.75n; Dec. 11.05@11.15. Sales 19 lots.

Thursday, January 29, 1931—Close: Feb. 7.80n; Mar. 8.15n; Apr. 8.50n; May 8.85 sale; June 9.10n; July 9.35n; Aug. 9.60n; Sept. 9.92@10.15; Oct. 10.25n; Nov. 10.55n; Dec. 10.93@11.05. Sales 123 lots.

Friday, January 30, 1931—Close: Feb. 8.00n; Mar. 8.30b; Apr. 8.55n; May 8.85 sale; June 9.10n; July 9.35n; Aug. 9.60n; Sept. 9.90@10.00; Oct. 10.25n; Nov. 10.55n; Dec. 10.85@11.00. Sales 24 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Jan. 30, 1931, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Jan. 30.	Prev. week.	Cor. week, 1930.
Spr. nat. str.	@10	10½@11n	17½@18½n
Hvy. nat. str.	@8½	@9½	15½@16½
Hvy. Tex. str.	@8½n	@9½	15 @16
Hvy. butt brand'd str.	@8½	@9½	15 @16
Hvy. Col. str.	@8	@9	14 @15
Ex-light Tex. str.	@6½	@7	12½@13½
Brand'd cows.	@6½	@7	12½@13½
Hvy. nat. cows	@6½b	@7	12½@13½
Lt. nat. cows	@7	@7½	13 @14
Nat. bulls	@5	@5½	10 @10½
Brand'd bulls.	@4½n	@5n	8½@9½
Calfskins	15½@16n	15½@16½	@21n
Kips, nat.	@12½	@12	@20n
Kips, ov-wt.	@10½n	@11	@18n
Kips, brand'd.	@9n	@9	@16n
Slunks, reg.	@90	@90	@1.25
Slunks, hris.	@35n 30	@35n	@30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@7n	@7	7½n 12½@13½n
Branded	6½@6½n	6½@7n	12 @12½n
Nat. bulls	@5	@5	9 @9½n
Brand'd bulls.	@4½	@4½	8½@9n
Calfskins	14@14½	14½@14½n	18 @19
Kips	11@11½	12	17 @18
Slunks, reg.	@80	@80	@1.00
Slunks, hris.	@30	@30	20 @25n

COUNTRY HIDES.			
Hvy. steers	@5n	5 @5½n	10½@11
Hvy. cows	@5n	5 @5½n	10½@11
Butts	@6	5½@6	11 @11½
Extremes	@7	7 @7½	13 @13½
Bulls	@4	@4	7 @7½
Calfskins	8½@9n	@9n	@15n
Kips	7@8n	@8n	@14n
Light calf	@75	@75	1.10@1.20
Deacons	@75	@75	1.10@1.20
Slunks, reg.	@50	40 @50	60 @75
Extremes, hris.	@10n	5 @10n	5 @10n
Horsehides	2.00@3.00	2.00@3.25	3.75@4.75
Hogskins	@45	40 @45	55 @60

SHEEPSKINS.			
Pkr. lambs	@67½	60 @65	1.25@1.37½
Sm. pkr.			
lambs	@55	40 @55	1.00@1.25
Pkr. shearings	@45	25 @40	90 @1.20
Dry pelts	@6	7 @6	14 @15

Chicago Section

L. H. Guthery, Powers-Begg & Co., meat packers, Jacksonville, Ill., transacted business in the city this week.

Thomas E. Wilson, president of Wilson & Co., was out of the city during the week on a business trip in the East.

Irvin A. Busse, Packers' Commission Co., Chicago, returned to the city this week after an extended business trip in the East.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 17,138 cattle, 5,652 calves, 93,310 hogs and 33,429 sheep.

Ernst Terhardt, well-known restaurant and hotel supply man, Detroit, Mich., was a visitor at the offices of THE NATIONAL PROVISIONER during the week.

John Robinson, formerly division superintendent of Kingan & Co., Indianapolis, Ind., has been made plant superintendent of Miller & Hart, Chicago.

Provision shipments from Chicago for the week ended Jan. 24, 1931, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
			1930.
Cured meats, lbs.	10,859,000	10,886,000	21,165,000
Fresh meats, lbs.	46,178,000	44,730,000	40,948,000
Lard, lbs.	10,972,000	9,323,000	7,938,000

Col. Edward N. Wentworth, director of Armour's Livestock Bureau, was a speaker at the luncheon of the Chamber of Commerce of Spokane, Wash., on January 26. Later in the week he attended the annual meeting of the American National Live Stock Association at Seattle.

W. C. Davis, senior marketing specialist of the U. S. Bureau of Agricultural Economics, was a visitor in Chicago during the week in the course of a visit to centers at which beef grading has been inaugurated recently. His first stop was Buffalo, where he reports grading is well under way and appears to be popular.

Harvey G. Ellerd, in charge of the personnel division, Armour and Company, Chicago, will preside at one of the meetings of the personnel and public relations conference of the American Management Association to be held in Niagara Falls, N. Y., February 2, 3 and 4. F. I. Badgley, industrial relations department, Swift & Company, Chicago, will lead the discussion at one of the meetings.

Lamson Bros., provision brokers, have leased the entire twenty-second floor of the new Board of Trade building, and held a house warming in their new offices on the afternoon of January 26. Many customers and friends of the company took this opportunity to inspect the new quarters and to congratulate the members of the firm on their fine offices. The company recently celebrated its fifty-seventh anniversary.

PERISHABLE FREIGHT HEARING.

Subjects listed below will be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held in Room 308, Union Station Building, 516 West Jackson Blvd., Chicago, Ill., Tuesday, February 17, 1931, commencing at 10:00 a. m.

No. 2395—Shipper's instructions on shipments moving on cost of ice basis under Section 4.

No. 2421—Allowance to shippers for furnishing ice to shipments delayed at loading station.

No. 2435—Charges on shipments reconsigned, moving under through stated refrigeration charges.

No. 2446—Failure to specify icing instructions.

No. 2452—Charge for salt supplied to fruits and vegetables delayed at loading station, moving under standard refrigeration service.

No. 2453—Change from refrigeration to heater service.

No. 2455—Refusal of l.c.l. perishable freight when temperature is 5 degrees Fahr. below zero or lower.

No. 2456—Marking shipments transported under Rule 260.

No. 2457—Handling perishable commodities under protective service.

No. 2458—Handling l.c.l. shipments of fruits and vegetables under standard refrigeration service.

No. 2459—Protective service against cold on bananas.

No. 2460—Minimum charge for ice and salt.

No. 2461—Change from ventilation to refrigeration at point of origin.

No. 2464—Handling sweet potatoes under ventilation.

No. 2465—Extending carriers' protective service against cold at Arkansas and Oklahoma.

No. 2467—Furnishing heaters to shipments of sweet potatoes handled under shippers' protective service against cold.

No. 2468—Icing by shippers—re-top icing in transit.

No. 2469—Top icing shipments of vegetables.

No. 2477—Allowing shippers to give icing instructions after arrival at destination.

No. 2478—Additional protective service against cold at intermediate stop, hold or reconsigning points and at final destination when cars are moving under "carriers" protective service against cold.

WHITE ESTATE A MILLION.

An estate valued at approximately \$1,000,000 was left by the late F. Edson White, president of Armour and Company. The bulk of the estate, which consists almost entirely of personal property, is left to the widow, Mrs. Lillian P. White, and the two daughters. Mrs. White and the Continental Illinois Bank and Trust Co. are co-executors.

REFLECTS BUSINESS TRENDS.

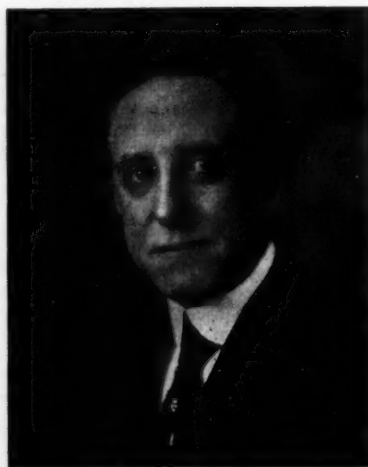
Consolidated Ashcroft Hancock Co., Inc., reports that for the year 1930 the operations of the company showed satisfactory net earnings. Despite the fact that these earnings were smaller than those of preceding years, they deserve a favorable comment based on the recognition of more strenuous business conditions prevailing throughout the past year.

Consolidated Ashcroft Hancock Co., Inc., with plants in Bridgeport, Conn., and Boston, Mass., manufactures recording and controlling instruments, gauges, valves and other steam specialties. As these products are used virtually by every industry, the showing of the company for 1930 may be taken as reflecting the general decline of business during that period.

EQUIPMENT FIRM EXPANDS.

A new addition 200 ft. long and 160 ft. wide has just been completed to the plant of the Allbright-Nell Co., Chicago, Ill., well-known packer equipment supply house. The increased space gives the company needed additional manufacturing facilities and will enable it to increase its production.

With the completion of the new building, which is of the same construction as the other buildings of the plant, considerable new equipment has also been installed including a modern and up-to-the-minute sheet metal working department and the latest facilities for electric welding. The stockroom space has also been doubled to enable the company to keep a larger stock of parts and materials on hand.



PROVISION TRADE CENSOR.

Frank W. Waddell, for more than 40 years in the provision end of the meat packing industry, has been appointed provision inspector of the Chicago Board of Trade, succeeding W. L. Gregson, who retired because of ill health.

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PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

Chrysler Bldg., 405 Lexington Ave., New York City

PHILADELPHIA

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS

NEW YORK

F. COOPER ROGERS

PROVISION BROKER, INC.

NEW YORK PRODUCE EXCHANGE

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

ROBERT J. McLAREN, A.I.A.

ARCHITECT

DESIGNING AND SUPERVISING CONSTRUCTION

PACKING PLANTS—COLD STORAGE WAREHOUSES

1801 Prairie Ave.

Chicago, Ill.

NOVEMBER MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during November, 1930, are reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

	Lbs.	Value.
Beef and veal, fresh.....	169,154	\$33,553
Beef, pickled or cured.....	1,164,623	119,425
Pork, carcasses, fresh or frozen	150,025	24,433
Loins and other fresh pork.....	2,451,415	448,344
Wiltshire sides	39,269	5,229
Hams and shoulders, cured.....	10,089,245	1,929,429
Bacon	3,410,821	562,175
Cumberland sides	260,766	43,890
Pickled pork	1,486,598	108,349
Mutton and lamb	37,401	5,939
Sausage, not canned	219,631	62,023
Lard	42,532,356	5,106,904
Neutral lard	1,035,714	131,171
Meat extracts	9,802	21,937

To non-contiguous territories:

Alaska—Beef, fresh, 171,072 lbs.;

beef, pickled or cured, 1,154 lbs.; mutton and lamb, 30,871 lbs.; sausage, not canned, 16,721 lbs.

Hawaii—Beef, fresh, 78,533 lbs.; beef, pickled, 100 lbs.; pork carcasses, fresh, 31,791 lbs.; loins and other fresh pork, 73,516 lbs.; hams and shoulders, cured, 139,078 lbs.; bacon, 31,323 lbs.; pickled pork, 17,035 lbs.; mutton and lamb, 26,437 lbs.; sausage not canned, 53,363 lbs.; lard, 15,325 lbs.; meat extracts, 18 lbs.

Porto Rico—Beef, fresh, 13,108 lbs.; beef, pickled, 6,190 lbs.; loins and other fresh pork, 15,411 lbs.; hams and shoulders, cured, 722,540 lbs.; bacon, 47,513 lbs.; pickled pork, 663,064 lbs.; mutton and lamb, 5,640 lbs.; sausage not canned, 120,170 lbs.; lard, 881,019 lbs.; meat extracts, 231 lbs.

The export of pickled horse meat totaled 624,065 lbs. with a valuation of

\$52,790. Dry salted horse meat exported during the month totaled 109,282 lbs., valued at \$8,874. The bulk of this meat went to Holland, Norway and Sweden.

PROVISION GROUP INSURANCE.

Executives of the International Provision Co., Inc., 1100 E. 7th St., Los Angeles, Cal., have joined with their 50 employees in acquiring a group life insurance policy for a total of \$56,000, through the Prudential Insurance Company of America. Amounts ranging from \$1,000 to \$2,500 are granted to each employee, according to the rank or position held, and the policy is of the contributory type, the workers sharing with the employing company in the payment of the annual premiums.



PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.

EXCLUSIVE PACKERS REPRESENTATIVES

PACKING HOUSE PRODUCTS

SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT

CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
January 29, 1931.

REGULAR HAMS.			
Green.	Sweet Pickled.	Fancy.	
Standard.	Standard.	Standard.	
8-10	17 1/2	18 1/2	
10-12	17 1/2	18 1/2	
12-14	15 1/2	16 1/2	
14-16	14 1/2	15 1/2	
10-16 range	15	16	

BOILING HAMS.

Green.	Sweet Pickled.	Fancy.	
Standard.	Standard.	Standard.	
16-18	13 1/2	14 1/2	
18-20	13 1/2	14 1/2	
20-22	13 1/2	14 1/2	
16-22 range	13 1/2	14 1/2	

SKINNED HAMS.

Green.	Sweet Pickled.	Fancy.	
Standard.	Standard.	Standard.	
10-12	16 1/2	17 1/2	
12-14	16 1/2	17 1/2	
14-16	16 1/2	17 1/2	
16-18	15 1/2	16 1/2	
18-20	15 1/2	16 1/2	
20-22	14 1/2	15 1/2	
22-24	13 1/2	14 1/2	
24-26	12 1/2	13 1/2	
26-30	12 1/2	13 1/2	
30-35	11 1/2	12 1/2	

PICNICS.

Green.	Sweet Pickled.	Sh. Shank.	
Standard.	Standard.	Standard.	
4-6	10 1/2	9 1/2	
6-8	8 1/2	9 1/2	
8-10	8 1/2	9 1/2	
10-12	8 1/2	9 1/2	
12-14	8 1/2	9 1/2	

BELLIES.

Green.	Cured.	Dry Cured.	
Sq. Sds.	S.P.	S.P.	
6-8	19	17 1/2	
8-10	18	16 1/2	
10-12	15 1/2	15 1/2	
12-14	14 1/2	14 1/2	
14-16	13 1/2	13 1/2	
16-18	13	13 1/2	

D. S. BELLIES.

Clear.	Fancy.	Rib.	
Standard.	Standard.	Standard.	
14-16	12	10 1/2	
16-18	11 1/2	10 1/2	
18-20	11	10 1/2	
20-22	10 1/2	10 1/2	
22-24	10 1/2	10 1/2	
24-26	10 1/2	10 1/2	
26-30	10 1/2	10 1/2	
30-35	10 1/2	10 1/2	
35-40	10 1/2	10 1/2	
40-50	9 1/2	10 1/2	

D. S. FAT BACKS.

Standard.	Export Trim.		
8-10	7 1/2	7 1/2	
10-12	7 1/2	7 1/2	
12-14	7 1/2	7 1/2	
14-16	7 1/2	7 1/2	
16-18	9	9	
18-20	10	10 1/2	
20-25	10 1/2	10 1/2	

OTHER D. S. MEATS.

Extra short clears	35-45	9 1/2	
Extra short ribs	35-45	9 1/2	
Regular plates	6-8	8	
Clear plates	4-6	7	
Jowl butts .....	...	6 1/2	
Green square jowls .....	...	8	
Green rough jowls .....	...	7	

FUTURE PRICES.

SATURDAY, JANUARY 24, 1931.

	Open.	High.	Low.	Close.
LARD—				
Jan. ...	8.45	8.45	8.40	8.40ax
Feb. ...	...	...	...	8.40x
Mar. ...	...	...	...	8.40x
May ...	8.72 1/2	8.72 1/2	8.60	8.60-62 1/2
July ...	8.82 1/2	8.82 1/2	8.75	8.75
Sept. ...	9.00	9.00	8.95	8.95

CLEAR BELLIES—

Jan. ...	...	...	11.25ax
May ...	11.25	...	11.25
July ...	...	...	11.45ax

MONDAY, JANUARY 26, 1931.

	Open.	High.	Low.	Close.
LARD—				
Jan. ...	8.40	...	...	8.40
Feb. ...	8.40	...	...	8.40
Mar. ...	8.45	...	...	8.45
May ...	8.75	8.77 1/2	8.60	8.60b
July ...	8.77 1/2	8.77 1/2	8.75	8.75
Sept. ...	8.92 1/2	8.92 1/2	8.80	8.82 1/2b

CLEAR BELLIES—

Jan. ...	...	...	11.25n
May ...	...	...	11.25n
July ...	11.40	...	11.40

TUESDAY, JANUARY 27, 1931.

	Open.	High.	Low.	Close.
LARD—				
Jan. ...	...	...	...	8.40ax
Feb. ...	...	...	...	8.40x
Mar. ...	...	...	...	8.42 1/2—ax
May ...	8.62 1/2	8.62 1/2	8.60	8.60ax
July ...	8.75	8.75	8.72 1/2	8.72 1/2—ax
Sept. ...	8.92 1/2	...	...	8.92 1/2ax

CLEAR BELLIES—

Jan. ...	11.15	...	11.15	
May ...	11.25	11.25	11.22 1/2	11.22 1/2ax
July ...	11.40	11.40	11.32 1/2	11.32 1/2ax

WEDNESDAY, JANUARY 28, 1931.

	Open.	High.	Low.	Close.
LARD—				
Jan. ...	8.30	...	...	8.30
Feb. ...	...	...	...	8.30x
Mar. ...	...	...	...	8.37 1/2ax
May ...	8.57 1/2	8.57 1/2	8.52 1/2	8.52 1/2b
July ...	8.72 1/2	8.72 1/2	8.70	8.70ax
Sept. ...	8.90	8.90	8.85	8.85

CLEAR BELLIES—

Jan. ...	...	...	11.00n
May ...	11.05	11.05	11.00
July ...	11.32 1/2	11.32 1/2	11.25

THURSDAY, JANUARY 29, 1931.

	Open.	High.	Low.	Close.
LARD—				
Jan. ...	8.25	...	...	8.25
Feb. ...	...	...	...	8.25n
Mar. ...	...	...	...	8.30ax
May ...	8.50	8.50	8.45	8.45
July ...	8.62 1/2	8.62 1/2	8.57 1/2	8.57 1/2b
Sept. ...	8.80	8.80	8.75	8.75

CLEAR BELLIES—

Jan. ...	...	...	10.90n
May ...	10.90	10.90	10.85
July ...	10.90	...	10.90

FRIDAY, JANUARY 30, 1931.

	Open.	High.	Low.	Close.
LARD—				
Jan. ...	8.25	8.27 1/2	8.25	8.27 1/2
Feb. ...	8.25	...	...	8.25
Mar. ...	8.30	8.32 1/2	8.30	8.32b
May ...	8.45	8.50	8.45	8.50b
July ...	8.57 1/2	8.62 1/2	8.57 1/2	8.62b
Sept. ...	8.75	8.80	8.75	8.80b

CLEAR BELLIES—

Jan. ...	...	...	10.90n
May ...	...	...	10.90b
July ...	...	...	11.00b

Key: ax, asked; b, bid; n, nominal; — split.

BRITISH MEAT IMPORTS.

Bacon imports into the United Kingdom during December totaled 1,005,000 lbs., of which 52,000 lbs. came from Sweden, 726,000 lbs. from Denmark, 75,000 lbs. from Netherlands, 30,000 from the United States, 25,000 from the Irish Free State, 7,000 from Canada and 90,000 from all other sources.

Fresh pork imports totaled 43,000 lbs., all from the Irish Free State. Frozen pork imports were 70,000 lbs., and lard 208,000 lbs.; from the United States and from other countries 36,000 lbs. Live hogs numbering 49,000 head entered Great Britain during December, 1930.

CHICAGO RETAIL MEATS

Beef.

	Week ended	Jan. 25, 1931.	No. No.	Cor. wk., 1930.
Rib roast, bvy. end...	27	16	35	30
Rib roast, lt. end...	28	20	45	35
Chuck roast	21	16	32	27
Steaks, round	36	36	20	50
Steaks, sirloin cut...	35	20	45	40
Steaks, porterhouse...	50	40	22	60
Steaks, flank	25	24	16	28
Beef stew, chuck...	20	18	12	27
Corned briskets, boneless	32	28	18	32
Corned plates	20	15	10	20
Corned rumps, bvis...	22	18	25	22

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	30	15	34	30
Legs	30	15	35	30
Stews	15	10	15	15
Chops, shoulders	25	20	25	25
Chops, rib and loin...	40	25	50	25

Mutton.

Legs	24	..	26	..
Stew	14	..	14	..
Shoulders	18	..	18	..
Chops, rib and loin...	35	..	35	..

Pork.

Loin, 8@10 av.	16	@19	34	@26
Loin, 10@12 av.	16	@19	23	@24
Loin, 12@14 av.	15	@17	21	@22
Loin, 14 and over ..	13	@15	20	@21
Chops	20	@22	20	@23
Shoulders	12	@14	18	@19
Spareribs	16	@18	22	@22
Hocks	11	@12	16	@17
Leaf lard, raw .....	...	@12 1/2	...	@14

Veal.

Hindquarters	24	@28	35	@40
Forequarters	14	@16	24	@28
Legs	25	@28	25	@30
Breasts	15	@18	18	@22
Shoulders	15	@18	20	@22
Outlets .....	...	@40	...	@50
Rib and loin chops...	...	@30	...	@40

Butchers' Offal.

Suet	@ 2 1/2	...	@ 4
Shop fat	@ 2	...	@ 2 1/2
Bone, per 100 lbs.	@ 25	...	@ 30
Calf skins	@ 13	...	@ 18
Klips	@ 12	...	@ 16
Deacons	@ 10	...	@ 12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, l. c. l. Chicago	10 1/4	...
Saltpeter, 25 bbl. lot, f.o.b. N. Y.	6 1/2	0
Dbl. refined granulated	7 1/2	...
Small crystals	7 1/2	...
Medium crystals	8 1/2	...
Large crystals	8 1/2	...
Dbl. refd. gran. nitrate of soda	3 1/2	3 1/2
Less than 25 bbl. lot, 1/2 more .....	...	...
Boric acid, carload, pvd., bbls., in	8 1/2	8 1/2
Crystals to powdered, in bbls., in .....	...	...
5 ton lots or more	8 1/2	8 1/2
In bbls. in less than 5-ton lots	8 1/2	8 1/2
Borax, carload, powdered, in bbls.	5	4 1/2
In ton lots, gran. or pow., bbls.	5	4 1/2
Salt—		
Granulated, carlots, per ton, f.o.b. Chi-	...	...
caso, bulk .....	...	...
Medium, carlots, per ton, f.o.b. Chicago,	...	...
bulk .....	...	...
Rock, carlots, per ton, f.o.b. Chicago .....	...	...
Sugar—		
Raw sugar, 96 basis, f.o.b. New Or-	...	...
leans .....	...	...
Second sugar, 90 basis .....	...	...
Syrup testing, 68 to 65 combined su-	...	...
crose and invert, New York .....	...	...
Standard gran. f.o.b. refiners (2%) .....	...	...
Packers' curing sugar, 100 lb. bags,	...	...
f.o.b. Reserve, La., less 2% .....	...	...
Packers' curing sugar, 250 lb. bags,	...	...
f.o.b. Reserve, La., less 2% .....	...	...

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	13	15 1/2
Cinnamon	12	16
Cloves	32	38
Coriander	4 1/2	5 1/2
Ginger .....	...	16
Mace	65	68
Nutmeg .....	...	18
Pepper, black	15	18
Pepper, Cayenne .....	...	20
Pepper, red .....	...	20
Pepper, white	24	28

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

No. 1.	No. 2.	Week ending Jan. 28, 1931.	Cor. week, 1930.
Prime native steers.....	21	22 1/2	25 1/2
Good native steers.....	19	20	24
Medium steers.....	17	19	22
Heifers, good.....	14	18	19
Cows.....	9 1/2	12 1/2	14 1/2
Head quarters, choice.....	28	31	32
Fore quarters, choice.....	18 1/2	21	22

Beef Cuts.

Steer loins, No. 1.....	35	41
Steer loins, No. 2.....	31	37
Steer short loins, No. 1.....	43	51
Steer short loins, No. 2.....	38	45
Steer loin ends (hips).....	27	30
Steer loin ends, No. 2.....	25	30
Cow loins.....	18	25
Cow short loins.....	23	29
Cow loin ends (hips).....	14	21
Steer ribs, No. 1.....	27	30
Steer ribs, No. 2.....	25	29
Cow ribs, No. 2.....	12	21
Cow ribs, No. 3.....	10 1/2	16
Steer rounds, No. 1.....	15 1/2	21 1/2
Steer rounds, No. 2.....	15	21
Steer chuck, No. 1.....	14	19 1/2
Steer chuck, No. 2.....	13	18
Cow rounds.....	12	18 1/2
Cow chucks.....	11	16 1/2
Steer plates.....	10 1/2	14 1/2
Medium plates.....	10	14
Briskets, No. 1.....	9	13
Steer navel ends.....	7 1/2	11
Cow navel ends.....	7 1/2	11
Fore shanks.....	10	13
Head shanks.....	9	10
Srip loins, No. 1, bbls.....	9	10
Srip loins, No. 2.....	8 1/2	10
Sirloin butts, No. 1.....	35	37
Sirloin butts, No. 2.....	22	27
Beef tenderloins, No. 1.....	65	75
Beef tenderloins, No. 2.....	60	70
Rump butts.....	27	30
Flank steaks.....	26	27
Shoulder clods.....	13	18
Hanging tenderloins.....	10 1/2	14 1/2
Insides, green, 6@8 lbs.....	14 1/2	19 1/2
Knuckles, green, 5@6 lbs.....	14	18

Beef Products.

Brains (per lb.).....	12	14
Hearts.....	9	10
Tongues.....	32	36
Sweetbreads.....	20	22
On-tails, per lb.....	15	18
Flash tripe, plain.....	8	8
Fresh tripe, H. C.....	10	10
Livers.....	18	18
Kidneys, per lb.....	11	16

Lamb.

Choice lambs.....	19	25
Medium lambs.....	17	23
Choice saddles.....	18	24
Medium saddles.....	22	28
Choice fores.....	13	20
Medium fores.....	12	18
Lamb frics, per lb.....	33	38
Lamb tongues, per lb.....	16	16
Lamb kidneys, per lb.....	25	30

Mutton.

Heavy sheep.....	8	12
Light sheep.....	10	14
Heavy saddles.....	10	14
Light saddles.....	14	16
Heavy fores.....	6	10
Light fores.....	8	12
Mutton legs.....	10	12
Mutton loins.....	10	10
Mutton stew.....	6	6
Sheep tongues, per lb.....	10	10
Sheep heads, each.....	10	10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. avg.....	14	20
Picnic shoulders.....	14	21
Skinned shoulders.....	12	15 1/2
Tenderloins.....	40	42
Spare ribs.....	9	15
Back fat.....	11	13
Boston butts.....	14	19
Boneless butts, cellar trim, 2@4.....	20	20
Hocks.....	10	12
Tails.....	10	13
Neck bones.....	3	6
Slip bones.....	14	14
Blade bones.....	12	14
Pigs' feet.....	5	5
Kidneys, per lb.....	9	11
Livers.....	7	8
Brains.....	12	14
Ears.....	5	7
Snouts.....	7	7
Heads.....	9	9

Veal.

Choice carcass.....	15	24
Good carcass.....	10	18
Good saddles.....	20	28
Good racks.....	10	16
Medium racks.....	8	13

Veal Products.

Brains, each.....	12	14
Sweetbreads.....	20	28
Calf livers.....	60	63

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	24
Country style sausage, fresh in link.....	18 1/2
Country style sausage, fresh in bulk.....	16
Country style pork sausage, smoked.....	21
Frankfurts in sheep casings.....	19
Frankfurts in hog casings.....	19
Bologna in beef bungs, choice.....	16
Bologna in cloth, paraffined, choice.....	15
Bologna in beef middles, choice.....	17
Liver sausage in hog bungs.....	17
Smoked liver sausage in hog bungs.....	14
Liver sausage in beef rounds.....	16
Head cheese.....	17
New England luncheon specialty.....	22
Mixed luncheon specialty, choice.....	21
Tongue sausage.....	17
Blood sausage.....	17
Souse.....	14
Polish sausage.....	17

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	46
Thuringer Cervelat.....	21
Farmer.....	21
Holsteiner.....	29
B. C. Salami, choice.....	45
Milano Salami, choice, in hog bungs.....	21
B. C. Salami, new condition.....	21
Prisanes, choice, in hog middles.....	37
Genoa style Salami.....	40
Pepperoni.....	14
Mortadella, new condition.....	21
Capicola.....	50
Italian style hams.....	37
Virginia hams.....	45

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$6.00
Large tins, 1 to crate.....	7.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.25
Large tins, 1 to crate.....	8.25
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	6.75
Large tins, 1 to crate.....	7.75
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	6.25
Large tins, 1 to crate.....	7.25

SAUSAGE MATERIALS.

Regular pork trimmings.....	5 1/2
Special lean pork trimmings.....	10 1/2
Extra lean pork trimmings.....	12
Neck bone trimmings.....	7
Pork cheek meat.....	4 1/2
Pork livers.....	3
Pork hearts.....	3
Native boneless bull meat (heavy).....	10 1/2
Boneless chunks.....	8 1/2
Shank meat.....	8 1/2
Beef trimmings.....	7
Beef hearts.....	3 1/2
Beef cheeks (trimmed).....	4 1/2
Dressed canners, 350 lbs. and up.....	7
Dressed cutter cows, 400 lbs. and up.....	8
Dr. bologna bulls, 600 lbs. and up.....	7 1/2
Beef tripe.....	3
Pork tongues, canner trimmed S. P.....	15 1/2

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic sausage, 180 pack.....	24
Domestic sausage, 140 pack.....	27
Export rounds, wide.....	40
Export rounds, medium.....	38
Export rounds, narrow.....	35
No. 1 weasands.....	11
No. 1 bungs.....	20
No. 2 bungs.....	12
Middles, regular.....	65
Middles, selected wide.....	2.00
Dried bladders:	
12-15 in. wide, flat.....	1.90
8-10 in. wide, flat.....	1.60
6-8 in. wide, flat.....	.85
Hog casings:	
Narrow, per 100 yds.....	2.75@3.00
Narrow, special, per 100 yds.....	2.25
Medium, regular, per 100 yds.....	1.00@1.10
Wide, per 100 yds.....	.75
Extra wide, per 100 yds.....	.85
Export bungs.....	.30
Large prime bungs.....	.20
Medium prime bungs.....	.11
Small prime bungs.....	.07
Middles, per set.....	.20
Stomachs.....	.08

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$13.00
Honeycomb tripe, 200-lb. bbl.....	20.00
Pocket honeycomb tripe, 200-lb. bbl.....	21.00
Pork feet, 200-lb. bbl.....	16.50
Pork tongues, 200-lb. bbl.....	77.00
Lamb tongues, long cut, 200-lb. bbl.....	55.00
Lamb tongues, short cut, 200-lb. bbl.....	65.00

DRY SALT MEATS.

Extra short clears.....	@10 1/2
Extra short ribs.....	@10 1/2
Short clear middles, 60-lb. av.....	@12
Clear bellies, 15@20 lbs.....	@11 1/2
Clear bellies, 14@16 lbs.....	@11 1/2
Rib bellies, 20@25 lbs.....	@10 1/2
Rib bellies, 25@30 lbs.....	@10 1/2
Fat backs, 10@12 lbs.....	@7 1/2
Fat backs, 14@16 lbs.....	@8 1/2
Regular plates.....	@8 1/2
Butts.....	@8 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@22 1/2
Standard reg. hams, 14@16 lbs.....	@21 1/2
Picnics, 4@8 lbs.....	@16
Fancy bacon, 6@8 lbs.....	@20
Standard bacon, 6@8 lbs.....	@23
No. 1 beef ham sets, smoked—	
Insides, 5@12 lbs.....	@41
Outsides, 5@9 lbs.....	@30
Knuckles, 5@9 lbs.....	@30
Cooked hams, choice, skin on, fattened.....	@34
Cooked hams, choice, skinless, fattened.....	@34
Cooked picnics, skin on, fattened.....	@22
Cooked picnics, skinless, fattened.....	@22
Cooked loin roll, smoked.....	@41

BARRELED PORK AND BEEF.

Mess pork, regular.....	@25.00
Family back pork, 25 to 34 pieces.....	@25.00
Family back pork, 35 to 45 pieces.....	@26.00
Clear back pork, 40 to 50 pieces.....	@24.50
Clear plate pork, 25 to 35 pieces.....	@19.00
Brisket pork.....	@22.00
Bean pork.....	@18.50
Plate beef.....	@20.00
Extra plate beef, 300 lb. bbls.....	@21.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.45 @21.47 1/2
Oak pork barrels, black iron hoops.....	1.55 @21.60
Ash pork barrels, galv. iron hoops.....	1.85 @21.67 1/2
White oak ham tierces.....	2.30 @22.85
Red oak ham tierces.....	2.10 @22.13 1/2
White oak ham tierces.....	2.25 @23.30

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@18
White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@17 1/2
Nut, 1-lb. cartons, f.o.b. Chicago.....	@18
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@14

ANIMAL OILS.

Prime edible lard oil.....	@12
Headlight burning oil.....	@9 1/2
Prime winter strained.....	@9 1/2
Extra winter strained.....	@9
Extra lard oil.....	@8 1/2
Extra No. 1.....	@8 1/2
No. 2 lard.....	@8
No. 1 lard.....	@7 1/2
Acidless tallow oil.....	@7 1/2
20 D. C. T. neatfoot.....	@15
Pure neatfoot oil.....	@10 1/2
Special neatfoot oil.....	@9
Extra neatfoot oil.....	@8 1/2
No. 1 neatfoot oil.....	@8 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

LARD.

Prime steam.....	@8.25
Prime steam, loose.....	@7.55
Kettle rendered, tierces.....	@9.75
Refined lard, boxes, N. Y.....	@9.32 1/2
Leaf, raw.....	@7.50
Neutral, in tierces.....	@9.75
Compound, acc. to quantity.....	@10.25

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	@7 1/2
Oleo stocks.....	@8 1/2
Prime No. 1 oleo oil.....	@7 1/2
Prime No. 2 oleo oil.....	@7
Prime No. 3 oleo oil.....	@6 1/2
Prime oleo stearine, edible.....	@7

TALLOW AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre.....	@4 1/2
Prime packers' tallow.....	@4 1/2
No. 1 tallow, 10% f.f.a.....	3 1/2 @3 1/2
No. 2 tallow, 40% f.f.a.....	2 1/2 @2 1/2
Choice white grease.....	@4 1/2
A-White grease.....	@3 1/2
B-White grease, max. 5% acid.....	@3 1/2
Yellow grease, 10@15%.....	@3 1/2
Brown grease, 40% f.f.a.....	@2 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	6 1/2 @6 1/2
White, deodorized, in bbls., f.o.b. Chgo.....	9 1/2 @9 1/2
Yellow, deodorized, in bbls.....	9 1/2 @9 1/2
Soap stocks, 50% f.f.a., f.o.b.....	@7 1/2
Corn oil, in tanks, f.o.b. mills.....	7 1/2 @7 1/2
Soya bean oil, f.o.b. mills.....	5 1/2 @5 1/2
Cocunut oil, sellers' tanks, f.o.b. coast.....	4 1/2 @4 1/2
Refined in bbls., c.a.f. Chicago.....	7 1/2 @7 1/2

Retail Section

Worrying Is Helpful—If It Is About Your Own Business, Not Competitors'

From 30 to 40 per cent of the retail meat dealers are asleep on the job!

This estimate has been made by a meat salesman who has been calling on meat retailers for 42 years. It probably is approximately correct.

Not only are these retailers unaware of or not interested in the progress that is being made in retail merchandising and the changing trend in consumer buying habits, he says, but they make no constructive efforts to attract patronage to their store, render good service and learn how they can make a fair salary out of their business.

Is it any wonder, if these statements are correct, that so many complaints are heard these days about growing competition and the inability to make a profit in the retail meat game?

Watch Yourself, Not Others.

Less worry about competition, more attention, thought and study of one's business, and more initiative and energy to improve individual situations would be helpful.

But this salesman also has a brighter picture. Those retailers who are bestirring themselves, making their stores up-to-date, striving to render an honest service for a fair compensation, and going after business aggressively, are finding that competition is not as difficult to meet as they thought it would be.

The chains have been universally condemned in the meat and grocery field. As a class they have been successful, but we have learned only recently that the chains have possessed no magic formulas by which profits are made. Even the general belief of very low chain store operating costs is being dispelled.

Chain Store Operating Costs.

One successful chain confessed recently that its gross operating profit is 22½ per cent and its operating expense 20½ per cent, leaving its net 2¼ per cent.

Most meat retailers would be ashamed to confess to such figures as these. The meat store conducted with only a moderate degree of efficiency can do better than this. A few more such statements and retailers will not have even the thought to comfort them that the chains operate at a very low cost.

A successful retailer who recently discussed the need for better retail meat merchandising said:

"If the chains have been successful, there must have been reasons. Personally I believe it is profitable to take and use good ideas wherever one can find them. A store operating plan or method is worth no less because it originated in the brain of a chain store executive."

What has made the chain store successful?

The Bureau of Business and Government Research of the University of Colorado recently investigated this question. It found six main factors, which are listed below.

But the interesting point is that nothing new or startling was discovered. The points are ones that retailers have recognized for years as necessary to business success. However, the important thing is that the chains consistently practice them; many retailers don't.

Factors in Chain Store Success.

Here are the things, as the Bureau found them, that have contributed to the success of the chain stores:

- 1—Convenient location.
- 2—Suitable building.

3—Clean attractive displays and the effective use of publicity.

4—Efficient employees.

5—Specialization in goods and service.

6—Detailed accounting systems.

Nothing mysterious about them, is there? Any retailer can set his business right as far as these points are concerned. But in addition, he must have enthusiasm and courage. Without these he will not get very far. These are subjects for future discussion, however. What I want to do now is to emphasize that it is what we don't do rather than what we do that makes our business a burden to us. More doing for ourselves and less worrying about the other fellow is the crying need of most retail meat stores.

I had in mind to give my own thoughts on this worrying business, but recently there came to my store a clipping from a grocery paper in which was expressed some ideas on this subject. I am going to quote them here for they are set down more clearly than I could hope to express them. Here they are:

Are You Doing These Things?

"If you have a unit of a chain store near you, you do not have to worry about the chain at all. You should do your worrying about your own store.

"What about that store of yours? You know cleanliness is absolutely necessary to win the favor of the



POPULAR MEAT STORES ARE ALWAYS WELL LIGHTED.

Too few retailers appreciate the value of plenty of light and adequate display of meats to attract customer attention and make sales.

A brightly-lighted store attracts trade; a dimly lighted one turns it away. Modern lighting fixtures properly spaced are important details to which more than casual consideration should be given when bringing the retail meat store up-to-date.

woman shopper. You know that bright lights set off merchandise to its best advantage.

"If your windows are situated where the daylight does not serve the whole store, are you using artificial light as it should be used?"

"Is your merchandise arranged in groups so that it is easy for your customers to see what you carry, and just as easy for her to make her selection?"

"You are likely to worry too much about the prices in your store and in the chain store."

"Your prices should always be low enough to attract and hold the type of trade to which you are catering. If you desire a select line of customers who will pay for luxuries, and your store is situated in a district that will support luxuries, then price comparisons on such items need not bother you at all, providing your staples are priced favorably."

Get Service Right—Then Advertise.

"It is modern practice to price all merchandise in the store. Since your chain competitor features specials, if you are catering to the same class of trade, it will pay you to feature specials of your own selection. In most cases it does not pay to meet your competitor's specials. Instead, worry about your own. See that you select popular or readily salable articles, and then price them to attract trade."

"There are many well known brands that are not handled by your chain competitors. Feature these items. Also, feature full cases or dozens at special prices, particularly if you deliver."

"The average housewife, even she who owns her own car, will not pack home a full case of canned goods. She will, however, order them from a service store if the price attracts her."

"No individual merchant can afford to rely on anti-chain propaganda to win trade. Anti-chain propaganda of the right sort will help, but all forms of advertising are insufficient to win trade if the store is not properly conducted."

"The first requisite of good food retailing is to have a store where goods are well displayed, well sold, and the buying public well served. Such a store will find advertising profitable and anti-chain literature helpful."

"Worry about your own store for awhile, and you will soon have things in shape where you will have less need to worry."

TOLEDO VOCATIONAL SCHOOL.

The vocational school in meat cutting of the Toledo Retail Meat Dealers' Association, Toledo, Ohio, will open its second term of the 1930-31 school year on February 2, Secretary A. Weinandy announces. The school will be under the direction of Gus Williamson. All of the students who attended the former class have registered for the second term and a number of new ones will attend.

RETAILERS WILL BANQUET.

The annual banquet of the Toledo Retail Meat Dealers' Association, Toledo, Ohio, will be held on the evening of February 11.

RETAILERS HOLDING OWN.

Independent retail merchants are not only holding their own in competition with chain stores but are actually gaining some headway, in the opinion of Dr. Julius Klein, assistant secretary of commerce, after observing the situation on a tour of the Central West.

"The new chain store extensions are taking their first experience with seriously slackened business," Dr. Klein observed, "and my idea is that the impact of adversity hasn't been any lighter upon this relatively new form of retail organization than upon the traditional independents."

"In my opinion, chain stores, in spite of the recent growth in numbers of their units, are not doing much more than 15 per cent of the country's retailing. Of course, they are holding a larger per cent of the grocery trade, perhaps purveying 35 per cent of the American food supply, but the advance has been checked there."

"It has been rather noticeable that the local grocer has been able to dig in and fight back, and to use cooperative methods of equaling chain service, which is his real hope."

"Aside from these collective methods of reaching his difficulties, the inde-

pendent has advantages in initiative which show up in times like these, because he has the power to direct his own affairs."

NEWS OF THE RETAILERS.

T. Bolden has been succeeded in the meat and grocery business at 1008 Howard st., Detroit, Mich., by Joseph A. Pardy.

R. Van Hulle has engaged in the meat and grocery business at 19109 Southfield road, Detroit, Mich.

Stout's Market has been opened at 14228 Fenkell ave., Detroit, Mich., by H. A. Stout.

West Dependable Market, Arlington, Wash., has been succeeded by the West Dependable Stores of Washington.

E. E. Kurtz has sold his interest in the Hoquiam Meat Co., Hoquiam, Wash., to N. O. Falk.

H. P. Newton and R. H. Eaton, Worley, Ida., have engaged in business as Worley Meat & Grocery.

W. G. Birkmaier, Cle Elum, Wash., has been succeeded by the Independent Meat Co.

H. B. Kinney has sold his meat and grocery business at corner of Lenox ave. and First st., Yakima, Wash.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Jan. 29, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	\$16.00@19.50		\$16.50@18.50	
Good	15.00@18.00		14.00@17.00	
Medium	14.00@15.00			
STEERS (550-700 lbs.):				
Choice	16.00@19.00		15.50@18.00	18.00@20.00
Good	14.00@16.00		13.00@16.00	14.00@17.00
STEERS (700 lbs. up):				
Choice	15.50@17.50	17.50@18.50	15.50@18.00	17.00@19.00
Good	14.00@15.50	15.00@17.00	13.00@15.50	14.00@16.50
STEERS (500 lbs. up):				
Medium	12.00@14.00	13.50@15.00	11.00@14.00	11.00@13.50
Common	11.00@12.00	12.50@13.50		10.00@11.00
COWS:				
Good	11.00@12.50	10.00@10.50	10.00@12.50	11.50@12.00
Medium	10.00@11.00	9.00@10.00	9.50@11.00	10.00@11.00
Common	9.00@10.00	8.50@ 9.00	9.00@10.00	9.00@10.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	15.00@17.00	18.00@20.00	20.00@24.00	
Good	14.00@15.00	16.00@18.00	18.00@20.00	16.00@18.00
Medium	12.00@14.00	14.00@16.00	15.00@18.00	14.00@16.00
Common	10.00@12.00	13.00@14.00	12.00@15.00	10.00@13.00
CALF (2) (3):				
Choice	12.00@14.00			
Good	11.00@12.00	15.00@16.00		
Medium	10.00@11.00	13.00@15.00		
Common	9.00@10.00	12.00@13.00		
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	18.50@20.00	19.00@20.00	19.00@21.00	20.00@21.00
Good	18.00@19.00	18.00@19.00	18.00@20.00	18.50@19.50
Medium	16.00@18.00	16.00@18.00	17.00@18.00	17.00@18.00
Common	14.00@16.00	15.00@16.00	16.00@17.00	
LAMB (39-45 lbs.):				
Choice	18.50@20.00	19.00@20.00	19.00@20.00	20.00@21.00
Good	18.00@19.00	18.00@19.00	18.00@19.00	19.00@20.00
Medium	16.00@18.00	16.00@18.00	16.00@18.00	17.00@18.00
Common	14.00@16.00	15.00@16.00	15.00@16.00	
LAMB (46-55 lbs.):				
Choice	16.00@17.00	16.00@18.00	17.00@18.00	17.00@18.00
Good	14.00@16.00	15.00@17.00	15.00@17.00	16.00@17.00
MUTTON (Ewe) 70 lbs. down:				
Good	9.00@11.00	11.00@12.00	10.00@13.00	11.00@12.00
Medium	8.00@10.00	9.00@11.00	9.00@11.00	10.00@11.00
Common	6.00@ 8.00	8.00@ 9.00	7.00@ 9.00	8.00@ 9.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	12.00@14.00	14.00@15.00	13.00@15.00	13.50@15.00
10-12 lbs. av.	11.00@13.00	13.50@14.50	12.00@15.00	13.00@14.50
12-15 lbs. av.	10.50@12.50	12.50@13.50	12.00@14.00	12.00@13.00
16-22 lbs. av.	10.00@11.00	11.50@12.50	11.00@13.00	11.00@12.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	10.00@11.00		11.00@13.00	12.00@13.00
PICNICS:				
0-8 lbs. av.		10.50@11.50		10.50@11.50
BUTTS, Boston Style:				
4-8 lbs. av.	12.00@14.00		18.00@15.00	14.00@15.00
SPARERIBS:				
Half Slicet	7.00@10.00			
TRIMMINGS:				
Regular	5.00@ 6.00			
Lean	10.00@12.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

New York Section

CALFSKIN ASSOCIATION ELECTS.

New York Butchers Calfskin Association held its annual stockholders' meeting on Thursday, January 22. Secretary Fred Dietz said in his report that despite the depressed business period over \$50,000 would be divided among the members in additional payments on skins and dividends on capital stock.

Addresses were made by some of the directors on organization work, and an amendment to the by-laws was presented relating to the election of directors, whereby three classes of three directors each were to be elected at this meeting. The amendment provided that the first class was to serve for three years, second for two years and the third for one year, and that three directors to serve for three years would be elected at each subsequent annual meeting. The stockholders acted favorably upon this amendment.

The three-year directors elected are O. E. Jahrsdorfer, Fred Dietz, and Albert Rosen. Two-year directors: George Kramer, John Borchers and Charles A. Raedle, Jr. One-year directors: Fred Hirsch, Charles Hembdt and Joseph Rossman. Inspectors of election to serve at the next annual meeting included Samuel Bleicher, Frank Fiederlein and Alfred Haas.

At a subsequent meeting of the newly-elected board of directors, officers for the ensuing year were elected. They are O. E. Jahrsdorfer, president; Albert Rosen, vice president; George Kramer, treasurer, and Fred Dietz, secretary.

AMONG RETAIL MEAT DEALERS.

Ye Olde New York Branch held a regular meeting on January 27, at which time a conference class talk was supervised by David Van Gelder. The subject discussed was "Cash and Carry vs. Credit and Delivery." A few of the salient points brought out were: Cash and carry stores buying larger volume and with quick turnover, can afford to sell cheaper than credit and delivery shops. Cash and carry sales put cash in drawer and completed sale. This point was not considered so favorably. Lower overhead and quick turnover; neither of these points were considered so important, while smaller investment and better opportunity for window display brought more favorable comment. However, the points brought on in favor of credit and delivery seemed to far outweigh those in favor of cash and carry. These were: Less competition; better hold on trade; advantage in buying as this trade is more regular; better prices are obtainable. While there is some credit hazard it is not great enough to interfere with profitable business and climatic conditions do not affect volume of business as most of the orders are placed by telephone. Credit and delivery make for a better distribution of labor as the personal contact with customers is limited and the preparation of orders can be spread over a greater part of the day. They also afford greater use of the telephone for soliciting business and make possible the suggestion of using some of the slower moving cuts. Another ad-

vantage is larger sales per customer and less trimming being necessary.

This discussion created much interest and it is planned to have it a part of each and every future meeting.

On February 17, Ye Olde New York and other branches of Manhattan will hold a meeting with a special program as the guests of the Westinghouse Electrical Institute, Grand Central Palace. The talk on this occasion will be "Proper Lighting as Applied to Merchandising and Displaying." This will be followed by a tour of the Westinghouse City of Lights. Three other prominent speakers have been asked to talk at this meeting and announcement will be made later.

Election of officers in the Washington Heights Branch resulted in the following staff for 1931: President, F. Kunkel; first vice president, A. Minnicker; second vice president, I. Florsheim; treasurer, A. Di Matteo; financial secretary, R. Utenwoldt; recording and corresponding secretary, M. Haas; warden, L. Essman. Trustees are Ed Schmelzer, chairman, C. H. Hembdt, A. Dietzel, G. Lowenthal, M. Kaufherr, Th. Krauser, J. Mayer, Chr. Mans and J. Schmitt. The ball committee composed of Chas. Hembdt, chairman; M. Haas, secretary; R. Utenwoldt, treasurer; A. Di Matteo, A. Minnicker, I. Florsheim and J. Stetzel, report the souvenir program for the dinner dance on February 8 at Paramount Mansion, 601 West 183rd st., New York, promises to be more elaborate than ever and the members are showing great interest in the disposal of tickets.

The usual good attendance and an interesting meeting was held by the Eastern District Branch on Tuesday evening of this week. A new member, Martin Kehl, was added to the membership. Chairman Al Haas gave a lengthy report on the recent meeting of the State Association Board of Directors. Reports of ball and other committees were received. Election of officers will take place on February 24, the first business meeting following the annual ball, which will be held on February 12. Annual report of the financial secretary and treasurer showed progress during the year and a healthy condition of the treasury.

State Secretary Edwin W. Williams has done some exceptional work in the organizing of branches in New York State. The Albany branch, now called the Albany Association of Retail Meat Dealers, has elected officers for the year. These are: A. H. Hamele, president; Louis Bookheim, treasurer; Charles Bell, secretary. Alderman James O'Meara was employed as business agent to take charge of the local activities of the branch.

Since a number of the members of the various branches of the New York State Association of Retail Meat Dealers suffered losses and inconvenience through the closing of the Bank of U. S., a group was formed under the leadership of Aaron Kaufman, attorney for the state association for the purpose of working with the state superin-

tendent of banks and Max Steuer who is conducting the general investigation.

The Buffalo Branch, which will be host to the annual state convention in June this year, re-elected Alexander L. Bedner, president, for the sixth time. Frank Pfeiffer was elected vice president; Lester Weill, second vice president; John A. Weill, secretary; Joseph J. Bidell, treasurer; Joseph Jennings, inner guard. The directors for the year included Rudolf Frey, Fred J. Sauer and Edward J. Knorl.

In spite of its many activities, Ye Olde New York Branch, through its unemployment relief committee headed by Herman Kirschbaum, gave due thought to the less fortunate citizens by contributing 300 smoked hams to the Mayor's Official Committee for the relief of the unemployed.

Food Distributors Co-operative, Inc., have added coffee to the list of merchandise that can be handled successfully and profitably by the retail meat dealer. The quality chosen by the co-operative is high and should create new trade as well as hold old.

State president David Van Gelder was the installing officer at the Bronx Branch on Wednesday evening of last week. Routine matters and installation of officers were the only subjects taken up. These were followed by a German dinner.

Some 22 members of the Bronx Branch attended the meeting of the New York Butchers' Calfskin Association in Brooklyn last Thursday. A bus was supplied for the members to attend in a body.

S. Lowenthal, brother of Gus Lowenthal of the Washington Heights Branch died on Tuesday of this week. Mr. Lowenthal had been in some sixteen hospitals during his two years' illness.

Mrs. E. Schneider, an active Jamaica member of the Ladies' Auxiliary celebrated a birthday on January 29.

The regular business meeting of the Brooklyn Branch has been postponed to Thursday, February 5.

NEW YORK NEWS NOTES.

C. M. Van Paris, vice president, Hammond Standish & Co., Detroit, Mich., visited New York for a few days during the past week.

M. J. Selling, beef grading department, Armour and Company, Chicago, spent a few days in New York during the past week.

L. G. Peyser, Hygrade Food Products Corporation, has just returned to his desk at the Brooklyn plant after having been confined to his home with the gripe.

John Krey, of the Krey Packing Company, St. Louis, Mo., spent a few days in New York during the past week visiting with the New York representative, H. L. Woodruff.

The Trunz Employees Welfare Association will hold its ninth grand annual

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An easily cleaned, well constructed mould.

Some features are: Pure ingot aluminum, new spring construction, reinforced body, etc.

Wide lugs prevent side motion of cover, assuring evenly moulded ham.

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MAIN FEATURES:
Shelves adjustable and removable
Self-supporting
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Saves space by fitting snugly into corners
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EVERETT, MASS.
Making Trucks and
Racks Since 1897**

ball on February 4 at Trommer's Hall, Bushwick ave. and Conway st., Brooklyn. Trunz Pork Stores, Inc., operate a chain of high class pork shops throughout the Brooklyn area.

Meat and fish seized and destroyed in the city of New York by the health department during the week ended January 24, 1931, were as follows: Meat—Brooklyn, 405 lbs.; Manhattan, 556 lbs.; total, 961 lbs. Fish—Brooklyn, 10 lbs.; Manhattan, 67 lbs.; total, 77 lbs.

Visitors to the New York plant of Wilson & Co. during the past week included President Thos. E. Wilson, who was accompanied to New York by Mrs. Wilson; Frank H. Knief, executive department; T. W. Seyl, credit department; George A. Blair, general traffic manager and J. J. Stavely, casing department.

FIELD FOR VETERINARIANS.

Opportunities offered to well-qualified veterinarians were pointed to by Dr. John R. Mohler, chief of the U. S. Bureau of Animal Industry, in a recent

address before the annual conference for veterinarians.

There are opportunities not only in the Bureau of Animal Industry but in other branches of the government, in the states and in private practice, Dr. Mohler said. Of approximately 10,500 veterinarians in active service in the United States, nearly 1,400 are employed in the Bureau of Animal Industry alone, he said. The field is not likely to be overcrowded for some time because of the comparatively small number of students in veterinary colleges at present in contrast to a decade or more ago, and because of the ever-widening field of service.

"At no time in our history," Dr. Mohler said, "have there been such pressing demands for veterinarians who have received advanced training in research and experimental work."

PACKAGED MEATS GO BIG.

The Hygrade Food Products Corporation opened another pre-cut packaged fresh meat demonstration station at 6 Valley street, South Orange, N. J., on Jan. 3. Its acceptance by the housewives of that city was so great that it was necessary to replenish stocks completely four times during the first day.

Pork Sausage Season Is Here

The Man Who Knows



The Man You Know

These cold, snappy mornings are just the thing to create a big demand for breakfast sausage. Are you getting your share of this business?

A nice, savory, tender breakfast sausage flavored to perfection is bound to result in increased business. Our WONDER PORK SAUSAGE SEASONING (with and without sage) can give you just the proper degree of flavoring that will bring out the best quality of your product. Do your customers desire the natural pink color of the meat that makes your sausage look so appetizing? If they do, why look further? For incomparable flavor and appearance, try

WONDER PORK SAUSAGE

SEASONING

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiler Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings and NEVERFAIL, The Perfect Cure.

H. J. MAYER & SONS CO.

6819-23 S. Ashland Ave., Chicago, Ill.
Canadian Plant, Windsor, Ont.

HENRY NEUHOFF HONORED.

Henry Neuhoft, founder of the Neuhoft Packing Co., Nashville, Tenn., purchased recently by Swift & Company, was honored by the employees of the company at a banquet held in the Andrew Jackson Hotel, Nashville. As a token of friendship and good-will a white gold, 21-jewel watch was given to Mr. Neuhoft by the workers. Every employee of the company contributed. The watch bore the following inscription: "From your employees, as a reminder of their continued confidence in your integrity and high ideals, together with your kindness and good-will toward your fellow men."

CUBAN VISE FEE INCREASE.

An increase in the visé fee on packinghouse products imported into Cuba is imminent under a bill which has passed both houses of the Cuban congress and awaits only approval of a conference committee report for final action. Under the new law the visé fee will amount to a flat 2 per cent of the value of each invoice. At present this fee amounts to \$2.00 for the first \$200 of value and 25c for each additional \$100 of value or part thereof.

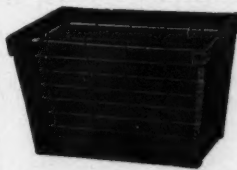


Anderson Improved Meat Boxes

Slats stapled to hardwood frames instead of nailed, which doubles the strength of the box. Smooth inside—no cleats or corner posts. All corners reinforced with heavy irons. Sanitary and satisfactory in every respect.

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Henderson, Kentucky



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BASKETS
THINK OF

Best, Lightest, Strongest

A. Backus, Jr. & Sons
Dept. N., DETROIT, MICH.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	8.00@9.00
Cows, common to medium	4.00@5.25
Bulls, cutter, medium	4.00@6.25

LIVE CALVES.

Vealers, good to choice	\$10.50@14.25
Vealers, medium	8.00@10.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$8.50@9.75
Lambs, medium	7.00@8.50
Ewes, medium to choice	3.00@4.00

LIVE HOGS.

Hogs, 100-220 lbs.	\$8.75@9.00
Hogs, medium	8.75
Hogs, 120 lbs.	8.75
Roughs	8.75

DRESSED HOGS.

Hogs, heavy	\$13.00
Hogs, 180 lbs.	13.25
Pigs, 80 lbs.	13.25
Pigs, 80-140 lbs.	13.25

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	20	22
Choice, native light	22	24
Native, common to fair	18	20

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	20	21
Native choice yearlings, 400@600 lbs.	21	23
Good to choice heifers	17	19
Good to choice cows	12	14
Common to fair cows	8	11
Fresh bologna bulls	9 1/2	10 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @26	26 @30
No. 2 ribs	21 @23	23 @25
No. 3 ribs	18 @20	18 @22
No. 1 loins	30 @32	30 @34
No. 2 loins	26 @28	26 @30
No. 3 loins	22 @24	22 @26
No. 1 hinds and ribs	23 @25	23 @27
No. 2 hinds and ribs	19 @21	20 @22
No. 3 hinds and ribs	16 @18	16 @19
No. 1 rounds	16 @17	16 @17
No. 2 rounds	15 @16	15 @16
No. 3 rounds	14 @15	14 @15
No. 1 chucks	14 @15	17 @19
No. 2 chucks	15 @16	16 @17
No. 3 chucks	12 @14	14 @15
Bologna	9 @10	10 @12
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	65 @75	65 @75
Shoulder clods	10 @11	10 @11

DRESSED VEAL AND CALVES.

Prime veal	26 @28
Good to choice veal	20 @24
Med. to common veal	15 @20
Good to choice calves	18 @22
Med. to common calves	14 @18

DRESSED SHEEP AND LAMBS.

Lambs, prime	23 @25
Lambs, good	20 @22
Sheep, good	11 @13
Sheep, medium	9 @11

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	15 @16
Pork tenderloins, fresh	40 @43
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs.	12 @13
Butts, boneless, Western	14 @15
Butts, regular, Western	14 @15
Hams, Western, fresh, 10@12 lbs. avg.	19 @20
Hams, city, fresh, 6@10 lbs. avg.	26 @27
Picnic hams, Western, fresh, 6@8 lbs. avg.	13 @14
Pork trimmings, extra lean	18 @19
Pork trimmings, regular 50% lean	9 @10
Spareribs, fresh	11 @12

SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @27
Hams, 10@12 lbs. avg.	25 @26
Hams, 12@14 lbs. avg.	24 @25
Picnics, 4@6 lbs. avg.	17 1/2 @18
Picnics, 6@8 lbs. avg.	16 1/2 @17
Rollettes, 8@10 lbs. avg.	17 1/2 @18 1/2
Beef tongue, light	30 @32
Beef tongue, heavy	34 @36
Bacon, boneless, Western	23 @24
Bacon, boneless, city	20 @21
Pickled bellies, 8@10 lbs. avg.	18 @19

FANCY MEATS.

Fresh steer tongues, untrimmed	26c a pound
Fresh steer tongues, 1 c. trim'd.	40c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	18c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	20c a pound
Beef hanging tenders	32c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 1/2
Breast fat	@ 1 1/2
Edible suet	@ 3 1/2
Cond. suet	@ 2 1/2

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	1.13	1.60	1.70	1.80	2.80
Prime No. 2 veals	1.11	1.40	1.45	1.55	2.55
Buttermilk No. 1	9	1.25	1.35	1.55	...
Buttermilk No. 2	7	1.00	1.10	1.30	...
Branded Gruby	5	.85	.70	.90	1.20
Number 3	4	.50	.55	.70	.80

BUTTER.

Creamery, extra (92 score)	@29
Creamery, firsts (88 to 90 score)	27 @28
Creamery, seconds (84 to 87 score)	25 1/2 @26 1/2
Creamery, lower grades	24 @25

EGGS.

(Mixed colors.)

Extra, dozen	21 1/2 @22
Extra firsts, dozen	20 1/2 @21
Firsts	20 @21
Checks	18 @19

LIVE POULTRY.

Fowls, colored, fancy, via express	22 @23
Fowls, Leghorn, fancy, via express	18 @22

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	25 @27
Western, 48 to 54 lbs. to dozen, lb.	24 @26
Western, 48 to 47 lbs. to dozen, lb.	23 @25
Western, 38 to 42 lbs. to dozen, lb.	23 @24
Western, 30 to 35 lbs. to dozen, lb.	21 @23
Fowls—fresh—dry pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs. to dozen, lb.	28 @29
Western, 48 to 54 lbs. to dozen, lb.	27 @28
Western, 48 to 47 lbs. to dozen, lb.	26 @27
Western, 38 to 42 lbs. to dozen, lb.	25 @26
Western, 30 to 35 lbs. to dozen, lb.	24 @25
Ducks—	
Western, good to fancy	20 @22
Squabs—	
White, ungraded, per lb.	40 @55
Chickens, fresh, 12 to box, prime to good:	
Broilers, 21@24 lbs.	22 @27
Turkeys, fresh—dry pkd.—prime to fancy:	
Young toms	37 @40
Young hens	36 @39
Fowls, frozen—dry, pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs., per lb.	32 @34
Western, 48 to 54 lbs., per lb.	31 @32
Western, 48 to 47 lbs., per lb.	25 @26

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Jan. 22, 1931:

	Jan. 16	17	19	20	21	22
Chicago	27	27	27 1/4	27 1/4	28	28
New York	28 1/2	28 1/2	28 1/2	29	28 1/2	29
Boston	29	29	29	29 1/2	29	29 1/4
Phila.	29 1/2	29 1/2	29 1/2	30	29 1/2	30

Wholesale prices carlots—fresh centralised butter—90 score at Chicago:

	26 1/2	26 1/2	26 1/2	27 1/4	27 1/4	28
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Receipts of butter by cities (tubs):

	Wk. to	Prev.	Last	—Since Jan. 1.
	Jan. 22.	week.	year.	1931.
Chicago	27,653	30,781	33,860	148,170
N. Y.	50,411	54,818	51,748	226,527
Boston	14,653	16,510	9,147	53,250
Phila.	17,949	20,542	16,385	75,445

Total 119,666 132,651 111,138 508,892 491,122

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Jan. 22.	Jan. 22.	Jan. 23.	week-day
				last year.
Chicago	105,533	11,650	160	11,217
New York	32,760	96,922	6,315	947
Boston	15,048	80,772	3,572	003
Phila.	40,200	28,850	1,415	941
Total	100,008	312,077	22,957	068

FERTILIZER MATERIALS.
BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic and Gulf ports	@34.50
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	@ 1.50
Blood, dried, 15-18% per unit	@ 2.15
Fish scrap, dried, 11% ammonia, 10%	4.20 @ 4.50
B. P. L. f.o.b. fish factory	3.50 @ 3.80
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	3.50 @ 3.80
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	3.50 @ 3.80
Soda Nitrate in bags, 100 lbs. spot	@ 2.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.75 @ 4.10
Tankage, unground, 9@10% ammo.	3.50 @ 3.80

Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@31.50
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	@30.00
Acid phosphate, bulk, f.o.b. Baltimore, more, per ton, 16% fat	@ 1.00

Potash.

Manure salt, 20% bulk, per ton	@12.50
Kalnit, 14% bulk, per ton	@ 8.75
Muriate in bags, basis 80%, per ton	@27.15
Sulphate in bags, basis 90%, per ton	@40.50

Beef.

Cracklings, 50% unground	@ 3.75
Cracklings, 60% unground	@ 4.00

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	\$5.00 @ \$5.50
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	5.00 @ 5.50
Black or striped hoofs, per ton	48.00 @ 50.00
White hoofs, per ton	70.00 @ 75.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	95.00 @ 100.00
Horns, according to grade	75.00 @ 100.00

Lincoln Farms Products Corporation
Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.
NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

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339 Pearl St., N. Y. City

SHEEP CASINGS

that serve you best

1, 1981.

ALS.
VERY.

● 34.00
● 1.00
● 2.00
● 30 & 100
● 50 & 100
● 50 & 100
● 2.00
● 75 & 100
● 50 & 100

● 21.00
● 25.00
● 3.00
● 12.00
● 8.75
● 27.15
● 4.00

● 7.75
● 10.00

RNS.

● 1.00 @ 115.00
● 1.00 @ 55.00
● 1.00 @ 55.00
● 1.00 @ 75.00
● 1.00 @ 55.00
● 1.00 @ 200.00

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